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Random Thoughts

By SANFORD ROSE

Those afflicted with what is commonly known as the closed-economy syndrome may never have pondered the connection between the activities of the European trade unions in the '70s and the credit quality problems of American banks in the '80s. Yet there is a nexus — and perhaps a more intimate one than most people care to admit.

When OPEC raised the price of oil in the '70s, it commandeered an increasing share of the domestic incomes of other countries. But in order for OPEC's share of that income to rise, the share of domestic claimants had to fall. In Europe this redivision of the wealth or income pie was resisted by virtually all parties. But it was resisted far more successfully by labor than it was by capital.

European trade unions were so strong that they could raise nominal wages sufficiently to more than offset the depredations of OPEC. (American trade unions, with some exceptions, were not so powerful.) As a result, in many European countries, the ratio of labor income to gross domestic product rose strongly during the mid- and late-'70s.

By contrast, the share of profits in gross domestic product tended to decline. In a manner of speaking, then, the real victims of OPEC were European businessmen, whose returns were sharply crimped.

Because profits came under intolerable pressure, European businessmen did far less investing than they ordinarily would have. This

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First Nationwide Launching Thrift Franchise Program

By KAREN SLATER and ROBERT TRIGAUX

NEW YORK — First Nationwide Savings of San Francisco, one of the nation's largest thrifts, is launching a franchise program under which it will market a wide range of services and a unifying name to other thrifts around the country.

The program, the first of such magnitude in the thrift industry, is intended to help savings and loan associations and savings banks compete as equals with large bank and nonbank competitors, while retaining their current ownership and local identity.

"The big enemy is not other S&Ls," Anthony M. Frank, chairman of the $7 billion-asset First Nationwide, said. "The real ogres are the large national institutions — Sears, Merrill Lynch, Citicorp, whatever else is rushing down the line at us."

Services to be offered to participating thrifts include national advertising, sharing of automated teller machines across the country, profitability analysis, product development, and mortgage banking.

The idea is to pool resources to reduce operating costs for participating institutions and help them get into new business areas.

Mr. Frank said the time is ripe for a franchise program. The continuing deregulation of depository institutions, he added, is opening up a whole range of powers to thrifts, while also forcing them to compete with a wider range of financial service organizations.

The name adopted for the franchise plan is First Savings Alliance. Participating thrifts will have the option

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Mortgage Bankers Association

The mortgage and housing industries are in dire straits, but new instruments, stricter lending rules, and new types of housing are expected to pull them out of the slump. Industry leaders pin the blame for their troubles on the administration. See page.....14

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Bank Acquisitions of Mortgage Firms Increase Sharply

High Interest Rates Spur Brisk Merger Activity Among 300 Largest Servicers, Survey Finds

By L. MICHAEL CACACE

NEW YORK — Acquisitions of mortgage companies by banks increased 69% over the year ending June 30, the American Banker finds in its 19th annual survey of the mortgage industry, which appears today.

The spate of activity is expected to continue until there is a prolonged period of lower interest rates.

During the period, continued high interest rates dampened demand for housing, and new housing starts fell sharply.

As new business declined, many mortgage companies in need of cash began selling off portions of their existing mortgage loan servicing portfolios.

Some of the buyers were well-funded mortgage companies — including the mortgage subsidiaries of banks — in search of additional servicing volume.

Also, high rates attracted other investors, including banks, thrift institutions, brokerage firms, and diversified financial companies.

"Loan servicing has proven to be an attractive investment during recent years, with prices reaching new historical highs," said Lawrence J. Trautman, vice president of Donaldson, Lufkin & Jenrette Securities Corp., a New York investment banking firm.

Mr. Trautman cited several factors — generally brought about by high interest rates — in the recent escalation in the value of loan servicing portfolios.

First, Mr. Trautman said, loans originated in recent years have tended

➤➤ 300 Largest: Page 41

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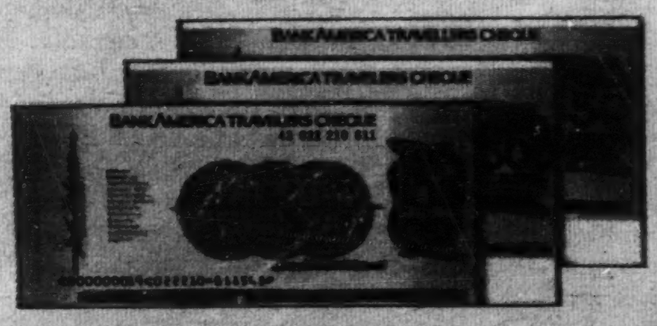

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The 100 Largest Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1982 (a)

Compiled by American Banker Copyright 1982

Rank 6/30/82	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/82	6/30/81	Rank 6/30/81	Gain in Rank	No. of Mortgage Serviced 6/30/82	No. of Investors 6/30/82 Excluding GNMA Pools	GNMA Pools
1	Lomas & Nettleton Financial Corp., Dallas	$12,075,037,043	$11,588,771,423	1		488,675	858	1,095
2	Weyerhaeuser Mortgage Co., Los Angeles	7,760,565,000	4,432,000,000	5	+ 3	193,948	519	1,331
3	Banco Mortgage Co., Minneapolis	6,121,000,000	5,136,400,000	3		119,000	108	N.A.
4	Manufacturers Hanover Mortgage Corp., Farmington Hills, Mich	6,012,339,000	5,227,139,000	2		203,614	476	984
5	Mortgage Associates Inc., Milwaukee	5,880,620,000	3,366,022,000	14	+ 9	214,458	616	1,464
6	Suburban Coastal Corp., Wayne, N.J	5,310,025,000	4,380,038,000	6		109,462	175	387
7	Advance Mortgage Corp., Southfield, Mich	4,683,382,880	4,516,183,146	4		186,131	317	590
8	Colonial Mortgage Service Co., Philadelphia	4,474,000,000	4,237,769,672	7		124,878	398	470
9	Wells Fargo Mortgage Co., San Francisco	4,292,613,000	4,000,396,000	8		74,784	835	208
10	Kissell Co., Springfield, Ohio	4,066,614,020	3,527,795,545	11	+ 1	152,705	345	342
11	Cameron-Brown Co., Charlotte, N.C	4,023,586,790	3,458,000,000	12	+ 1	127,612	392	420
12	Chemical Mortgage Corp., Columbus, Ohio	3,987,647,863	3,553,876,259	10		58,017	205	321
13	Richard Gill Co., San Antonio, Tex	3,921,753,294	1,306,253,930	50	+37	106,823	268	956
14	Security Pacific Mortgage Corp., Denver	3,855,717,858	3,318,507,583	15	+ 1	90,890	399	786
15	Merrill Lynch Hubbard, Inc., New York	3,777,000,000	2,606,740,318	20	+ 5	50,836	102	536
16	Genstar Mortgage Corp., Glendale, Calif	3,760,000,000	3,240,000,000	16		99,929	172	957
17	Ralph C. Sutro Co., Los Angeles	3,720,550,052	2,603,398,472	21	+ 4	82,700	187	292
18	Bankers Mortgage Corp., Columbia, S.C	3,686,419,763	1,079,559,543	69	+51	117,994	221	834
19	Crocker Mortgage Co., Inc., Los Angeles	3,585,341,955	3,435,337,660	13		68,374	99	61
20	Shearson/American Express Mortgage Corp., Newport Beach, Calif	3,477,987,225	2,189,173,682	27	+ 7	81,938	315	407
21	Stockton, Whatley, Davin & Co., Jacksonville, Fla	3,449,271,000	2,835,000,000	18		109,449	320	349
22	Colwell Co., Los Angeles	3,221,250,000	3,143,851,000	17		105,062	322	836
23	Seafirst Mortgage Corp., Seattle	3,050,000,000	2,498,897,000	23		67,754	243	300
24	Charter Mortgage Co., Jacksonville, Fla	2,786,535,154	2,237,629,107	26	+ 2	71,694	144	2
25	Rainier Mortgage Co., Seattle	2,732,092,527	2,393,079,891	25		76,374	166	409
26	Southeast Mortgage Co., Miami	2,647,600,000	1,830,900,000	35	+ 9	66,340	288	363
27	Mortgage & Trust, Inc., Houston	2,562,634,433	2,399,802,591	24		83,226	261	327
28	VNB Mortgage Corp., Richmond, Va	2,282,715,689	2,188,457,187	28		81,911	166	383
29	F & M Mortgage Corp., Richmond, Va	2,179,332,766	2,029,191,076	29		53,505	206	351
30	Bowest Corp., La Jolla, Calif	2,129,998,180	2,550,000,000	22		85,369	180	386
31	Transamerica Mortgage Co. of Calif., San Francisco	2,121,621,615	1,871,744,000	33	+ 2	64,741	171	231
32	Waterfield Mortgage Co., Inc., Fort Wayne, Ind	2,081,000,000	1,872,000,000	32		84,000	120	420
33	Coldwell Banker Commercial Group, Inc., Los Angeles	2,073,246,973	1,913,604,348	30		8,353	N.A.	0
34	Percy Wilson Mortgage & Finance Corp., Chicago	2,050,629,000	1,895,303,861	31		72,000	215	407
35	Lumbermen's Investment Corp., Austin, Tex	1,935,272,158	1,767,659,259	36	+ 1	74,704	220	427
36	Northland Mortgage Co., St. Paul, Minn	1,916,192,770	1,855,000,000	34		33,420	197	176
37	Fort Worth Mortgage Corp., Tex	1,867,493,521	1,075,910,200	71	+34	49,141	466	186
38	STM Mortgage Co., Dallas	1,860,000,000	1,731,213,084	39	+ 1	62,000	200	274
39	Commonwealth Mortgage Corp., Houston	1,839,459,006	....	...		58,514	357	410
40	New York Guardian Mortgagee Corp., Hempstead	1,765,523,154	1,190,732,860	57	+17	54,443	26	895
41	Jersey Mortgage Co., Elizabeth, N.J	1,755,250,054	1,745,645,942	38		40,767	92	142
42	Rouse Real Estate Finance, Inc., Columbia, Md	1,749,425,007	1,532,472,684	41		19,401	87	144
43	General Electric Mortgage Corp., Portland, Ore	1,688,454,124	1,606,331,203	40		42,957	184	300
44	Engle Mortgage Co., Inc., Birmingham, Ala	1,643,148,212	1,019,520,141	78	+34	56,596	161	369
45	Reilly Mortgage Group, Inc., Washington, D.C	1,600,000,000	852,035,229	90	+45	449	42	8
46	Chase Home Mortgage Corp., Montvale, N.J	1,559,400,000	1,506,633,000	42		47,761	31	88
47	Allstate Enterprises Mortgage Corp., Deerfield, Ill	1,524,804,495	1,492,988,653	43		44,614	130	261
48	Midland Mortgage Co., Oklahoma City	1,498,099,129	1,483,446,316	45		49,139	157	314
49	J. I. Kislak Mortgage Service Corp., Miami	1,486,698,588	1,974,919,756	46		76,141	216	252
50	California Mortgage Service, Tustin	1,478,417,638	1,038,258,896	75	+25	46,853	76	289
51	Foster Mortgage Corp., Fort Worth, Tex	1,477,784,719	1,035,192,819	76	+25	44,289	257	343
52	Collateral Investment Co., Birmingham, Ala	1,476,586,602	1,492,959,310	44		59,669	115	269
53	Charles F. Curry & Co., Kansas City, Mo	1,450,000,000	1,373,000,000	48		52,582	146	638
54	Wachovia Mortgage Co., Winston-Salem, N.C	1,428,381,563	1,222,172,927	53		39,279	135	157
55	Real Estate Financing Inc., Montgomery, Ala	1,403,770,225	1,362,946,999	49		41,238	101	287
56	Weaver Bros., Inc., Chevy Chase, Md	1,330,987,000	1,438,598,000	47		30,149	46	156
57	Latimer & Buck, Inc., Philadelphia	1,303,018,094	1,761,017,166	37		31,903	36	0
58	First Fidelity Mortgage Co., Monroe, La	1,279,628,918	1,167,908,999	60	+ 2	65,732	201	263
59	Peoples Mortgage Co., Seattle	1,249,041,441	1,198,627,254	56		36,424	76	211
60	American Fletcher Mortgage Co., Inc., Indianapolis	1,248,963,188	1,177,481,752	59	+ 1	26,934	151	56
61	Standard Mortgage Corp., New Orleans	1,239,000,000	807,074,400	95	+34	30,790	152	100
62	NBD Mortgage Co., Troy, Mich	1,236,589,706	1,251,419,109	52		51,343	69	101
63	Mortgage Corporation of the South, Birmingham, Ala	1,232,740,293	1,218,577,452	54		55,227	210	207
64	First Denver Mortgage Co	1,208,741,988	1,165,806,732	61		24,083	178	123
65	Sherwood & Roberts, Inc., Seattle	1,208,142,829	1,179,314,000	58		38,752	111	313
66	FBS Mortgage Corp., Minneapolis	1,200,856,000	1,130,725,000	65		16,173	109	143
67	First Continental Mortgage Co., Houston	1,198,208,657	1,140,884,371	63		34,144	133	328
68	Citicorp Person to Person Inc., St. Louis	1,181,074,735	....	...		34,644	214	189
69	North American Mortgage Co., Houston	1,167,697,884	886,837,542	87	+18	22,504	225	120
70	Knutson Mortgage & Financial Corp., Minneapolis	1,159,280,190	1,131,001,514	64		29,817	88	332
71	Ryan Mortgage Co., Arlington, Tex	1,158,045,345	1,079,316,213	70		27,083	99	123
72	Utah Mortgage Loan Corp., Logan	1,141,450,270	1,030,164,850	77	+ 5	30,402	73	227
73	Western Mortgage Loan Corp., Ogden, Utah	1,138,891,577	1,048,000,000	74	+ 1	22,490	40	374
74	Housing Investment Corp., Hato Rey, P.R	1,135,270,909	1,158,097,622	62		53,904	123	336
75	Abacus Real Estate Finance Co., Chicago	1,132,331,607	1,103,529,704	66		1,126	49	0
76	Guild Mortgage Co., San Diego	1,119,915,632	1,004,120,424	80	+ 4	25,828	87	214
77	American General Mortgage Corp., Houston	1,100,000,000	971,115,231	83	+ 6	18,000	39	3
78	First Mortgage Company of Texas, Inc., Houston	1,097,231,399	1,101,345,909	67		29,927	173	132
79	American Mortgage Co., Houston	1,095,893,000	916,213,985	86	+ 7	31,237	216	204
80	National Mortgage Co., Memphis, Tenn	1,090,320,583	1,010,382,685	79		54,651	110	286
81	Murray Investment Co., Dallas	1,080,985,000	1,084,818,733	68		25,640	150	152
82	Mortgage Investment Company of El Paso, Tex	1,080,081,197	762,854,300	98	+16	35,340	...	137
83	Colonial Mortgage Co., Montgomery, Ala	1,054,475,054	1,054,838,854	73		34,210	46	297
84	United Virginia Mortgage Corp., Richmond	1,027,297,041	953,715,000	84		28,875	186	139
85	Dorman & Wilson, Inc., White Plains, N.Y	1,004,223,000	741,063,000	99	+14	1,680	14	0
86	Freedom Mortgage, Tampa, Fla	997,387,000	977,576,400	82		27,512	20	58
87	Fidelity Bond & Mortgage Co., Philadelphia	970,542,365	984,068,242	81		34,399	94	0
88	Ryan Financial Services, Pittsburgh	968,073,843	846,364,886	91	+ 3	21,943	63	171
89	Carruth Mortgage Corp., Metairie, La	943,365,067	812,635,375	93	+ 4	25,900	53	117
90	Kentucky Mortgage Co., Inc., Lexington(f)	930,260,259	783,569,190	97	+ 7	33,596	82	223
91	Nowlin Mortgage Co., Fort Worth, Tex	925,803,293	715,000,000	102	+11	20,081	198	104
92	International Charter Mortgage Corp., Hato Rey, P.R	897,860,931	697,000,000	104	+12	33,386	95	334
93	Mellon Mortgage Inc.-East, Cleveland	894,322,701	811,293,999	94	+ 1	23,405	73	173
94	ARCS Mortgage, Inc., Canoga Park, Calif	889,519,616	702,792,748	103	+ 9	17,232	59	112
95	Citizens & Southern Financial Corp., Tucker, Ga	879,641,260	856,000,000	88		26,409	206	117
96	Valley National Mortgage Co., Phoenix	850,000,000	813,624,000	92		27,644	43	34
97	Plaza Mortgage Co., Los Angeles	840,357,000	527,432,000	128	+31	16,632	32	204
98	Dominion Bankshares Mortgage Corp., Fairfax, Va	816,500,000	278,700,000	201	+103	25,358	75	89
99	Trust Company Mortgage, Atlanta	812,000,000	793,513,702	96		25,963	146	94
100	International Mortgage Co., Santa Monica, Calif	788,418,000	417,344,927	146	+46	17,053	23	238

(a)—Excluding loans owned by mortgage companies. (c)—Based on revised data. Rank that company would have had if revised data been available. (d)—Revised. (e)—Estimated figures. (f)— A division of Eagle Mortgage and Investment Co. N.A.—Not available.

NOTE

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41.

Second 100 Largest Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1982 (a)

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Rank 6/30/82	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/82	Dollar Volume of Mortgages Serviced 6/30/81	Rank 6/30/81	Gain in Rank	No. of Mortgage Serviced 6/30/82	No. of Investors 6/30/82 Excluding GNMA Pools	No. of Investors 6/30/82 GNMA Pools
101	North Central Financial Corp., Dayton, Ohio	784,875,267	340,000,000	166	+65	30,725	28	0
102	Continental, Inc., Seattle	771,856,250	718,161,754	101		15,510	69	38
103	Citicorp Real Estate, Inc., New York	763,000,000	....	...		481	39	45
104	Western American Financial Corp., Phoenix	759,691,000	855,812,347	89		22,157	59	65
105	Applewhite Mortgage Co., Phoenix	741,920,598	722,427,098	100		20,303	70	60
106	Pan American Mortgage Corp., Miami	736,639,381	613,729,882	113	+ 7	29,516	183	101
107	Barnett Mortgage Co., Jacksonville, Fla	710,642,000	429,676,000	145	+38	27,039	100	210
108	First Atlanta Mortgage Corp	708,942,542	693,003,398	105		25,352	82	101
109	Couch Mortgage Co., Houston	700,000,000	487,000,000	135	+26	14,000	150	27
110	United Jersey Mortgage Co., Hackensack, N.J	699,834,804	691,493,000	106		11,913	61	0
111	Westland Mortgage Service Co., Sacramento, Calif	692,207,249	650,716,123	108		17,939	17	130
112	Margaretten & Co., Inc., Perth Amboy, N.J	691,000,000	649,000,000	109		16,657	59	86
113	Wallace Moir Co., Beverly Hills, Calif	687,848,584	598,501,949	118	+ 5	1,525	9	0
114	ICM Mortgage Corp., Aurora, Colo	685,551,000	589,861,511	119	+ 4	11,277	18	179
115	Universal Mortgage Corp., Milwaukee, Wis	678,762,601	331,419,000	173	+58	19,434	89	187
116	Republic Realty Mortgage Corp., Chicago	673,715,526	614,136,000	112		915	34	1
117	Troy & Nichols, Inc., Monroe, La	671,862,105	568,319,000	123	+ 6	20,269	72	171
118	Virginia Mortgage & Investment Co., Inc., Arlington	670,288,303	641,627,157	110		18,438	93	107
119	Gulf Coast Investment Corp., Houston	652,682,102	930,419,645	85		27,145	96	176
120	H. S. Pickrell Co., Phoenix	649,984,856	578,382,579	120		11,844	144	129
121	Countrywide Funding Corp., Inc., Los Angeles	647,956,090	631,117,591	111		14,195	52	235
122	Arvida Mortgage Co., Clearwater, Fla	647,834,809	416,853,874	147	+25	16,066	61	105
123	Draper & Kramer, Inc., Chicago	640,926,983	573,424,941	121		6,598	62	53
124	L. J. Melody & Co., Houston	633,712,915	610,000,000	114		128	7	0
125	Wye Mortgage Corp., Baltimore	632,547,000	271,966,000	204	+79	8,381	30	2
126	Heritage Mortgage Finance Co., Haddonfield, N.J	609,672,345	600,617,235	117		17,720	116	30
127	Midlantic Mortgage Corp., Newark, N.J	605,714,155	602,887,966	116		6,732	87	N.A.
128	Deposit Guaranty Mortgage Co., Jackson, Miss	598,113,893	569,998,594	122		20,945	105	143
129	Walker & Dunlop, Inc., Washington, D.C	595,748,611	560,079,000	125		275	28	3
130	Rothschild Financial Corp., St. Paul, Minn	584,000,000	527,000,000	129		18,700	190	39
131	Liberty Mortgage Co., Oklahoma City	578,486,705	509,112,000	130		14,232	77	115
132	Gulfco Capital Management Inc., Jacksonville, Fla	570,654,238	607,913,000	115		8,853	18	0
133	Hinton Mortgage & Investment Co., Dallas	569,513,766	504,292,615	132		17,102	92	222
134	Dade Savings Mortgage Corp., Panorama City, Calif	558,768,169	489,891,347	134		16,128	125	9
135	Indiana Mortgage Corp., Indianapolis	556,000,000	535,192,878	127		10,900	90	19
136	Midland Mortgage Corp., Detroit	548,956,000	568,288,000	124		23,211	129	120
137	Baldwin United Mortgage Co., Louisville, Ky	543,942,000	558,311,223	126		22,126	61	108
138	Baird & Warner, Inc., Chicago	543,000,000	493,810,000	133		661	53	3
139	Robert C. Wilson Co., Houston	530,077,599	484,000,000	136		1,237	17	0
140	Mercantile Mortgage Corp., Baltimore	515,896,358	259,126,341	209	+69	7,865	45	65
141	First Interstate Real Estate Services Co., Denver	496,394,094	....	...		12,373	149	61
142	American Mortgage & Investment Co., Oklahoma City	493,870,797	476,777,486	137		18,741	115	100
143	Bailey Mortgage Co., Jackson, Miss	489,451,000	229,000,000	230	+87	22,771	60	200
144	Detroit Mortgage & Realty Co	482,250,462	458,135,766	138		11,398	16	0
145	United Mortgage Corp., Minneapolis	477,783,041	331,523,088	172	+27	8,907	13	117
146	Intercounty Mortgagee Corp., Hempstead, N.Y	475,000,000	313,000,000	187	+41	11,666	14	239
147	Hammond & Hoffman Associates, Inc., Southfield, Mich	470,734,848	339,814,630	167	+20	18,279	33	89
148	Holland Mortgage & Investment Corp., Houston	468,997,000	448,453,434	140		11,572	161	0
149	McCaughan Mortgage Co., Inc., Coral Gables, Fla	456,709,770	456,802,397	139		20,845	60	37
150	Honolulu Mortgage Co., Inc	448,000,000	395,460,443	150		8,870	62	12
151	U.S. Mortgage Corp., Westmont, N.J	444,029,133	229,507,000	229	+78	13,180	7	171
152	First Investment Co., Columbus, Ohio	443,892,895	445,854,966	141		21,644	79	170
153	New York Urban Servicing Co., Inc	441,500,000	430,203,883	144		226	4	0
154	Hammond Co., Newport Beach, Calif	439,186,838	259,935,000	208	+54	5,526	32	8
155	U.S. Home Mortgage Corp., Clearwater, Fla	438,000,000	391,600,000	152		9,500	21	72
156	Stockton, White & Co., Raleigh, N.C	435,724,222	440,728,351	143		12,402	66	48
157	Drew Mortgage Co., Houston	432,000,000	324,891,759	155		11,500	50	63
158	Bank of Virginia Mortgage Corp., Richmond	426,603,889	350,000,000	161	+ 3	10,289	38	2
159	Van Schaack & Co., Denver	417,872,700	389,545,896	153		8,710	71	47
160	Securities-Intermountain, Inc., Portland, Ore	404,024,585	357,663,000	159		9,788	38	60
161	Larson Mortgage Co., Plainfield, N.J	401,371,345	368,544,576	157		12,175	105	83
162	Doan-Western Inc., Denver	400,000,000	350,000,000	160		726	3	0
163	Regional Investment Co., Leawood, Kan	394,501,585	394,970,929	151		15,915	95	149
164	Bancshares Mortgage Co., Spokane, Wash	391,743,475	332,807,000	170	+ 6	8,635	38	8
165	Hartzler Mortgage Co., Columbus	389,998,036	346,002,058	163		14,831	25	58
166	Winters National Mortgage Corp., Piqua, Ohio	389,575,000	175,668,000	273	+107	11,611	29	76
167	Commerce Service Corp., Dallas	378,085,118	....	...		11,908	76	58
168	Realbanc Inc., Omaha, Neb	374,340,099	325,000,000	180	+12	7,512	74	98
169	Lowell, Smith & Evers, Inc., Garden City, N.Y	372,000,000	301,332,800	192	+23	15,875	41	87
170	W. Ross Campbell Co., Encino, Calif	371,280,093	306,331,891	191	+21	70	3	0
171	Commerce Mortgage Co., Portland, Ore	369,766,000	385,359,000	154		18,240	53	115
172	Sibley Corp., Rochester, N.Y	369,019,843	320,919,420	182	+10	9,072	40	34
173	Adams-Cates Co., Atlanta	365,142,421	375,000,000	156		1,176	12	0
174	James E. McGehee & Co., Inc., Memphis, Tenn	363,509,460	244,827,041	215	+41	6,876	55	27
175	Bell Investment Co., Burlington, Iowa	360,000,000	347,681,918	162		1,200	3	0
176	First Atlantic Corp., Charlotte, N.C	358,932,000	330,456,000	176		13,365	47	92
177	Tucker Brothers, Inc., Jacksonville, Fla	358,723,000	361,454,000	158		15,812	88	123
178	Zions Mortgage Co., Salt Lake City, Utah	356,464,465	330,774,935	174		10,127	72	54
179	Seattle Mortgage Co	353,000,000	330,000,000	177		8,717	21	106
180	Mellon Mortgage, Inc.-West, Denver	352,800,000	330,704,684	175		7,413	55	94
181	Carolina National Mortgage Investment Co., Inc., Charleston, S.C	352,476,000	345,805,000	164		14,073	72	90
182	Gershman Investment Corp., St. Louis	351,655,817	311,481,515	188	+ 6	17,242	115	51
183	W. Lyman Case & Co., Columbus, Ohio	350,000,000	332,679,113	171		243	10	0
184	Washington Mortgage Co., Inc., Seattle	348,155,826	325,606,600	179		304	50	5
185	Housing Mortgage Corp., Pittsburgh	346,390,000	338,235,228	168		12,738	175	7
186	Statewide City Mortgage Corp., Carmichael, Calif	341,475,337	306,597,586	190	+ 4	6,529	18	34
187	James B. Nutter & Co., Kansas City, Mo	333,000,000	326,115,000	178		12,888	65	42
188	Home Mortgage Co. of El Paso, Tex	328,723,316	310,000,000	189	+ 1	10,912	42	70
189	Oklahoma Mortgage Co., Inc., Oklahoma City	327,519,551	320,273,955	183		13,506	73	81
190	Conservative Mortgage Co., Minneapolis	314,027,825	322,408,171	181		11,352	53	89
191	Eberhardt Co., Minneapolis	310,321,159	299,684,909	195	+ 4	5,279	80	43
192	Merchants Mortgage Corp., Indianapolis	308,836,491	277,333,091	202	+10	6,810	55	1
193	Leader Mortgage Co., Cleveland	305,000,000	296,425,002	196	+ 3	15,889	65	63
194	Sheahan Financial Co., Clayton, Mo	302,894,000	N.A.	...		14,166	86	26
195	Glenn Justice Mortgage Co., Inc., Dallas	300,551,243	314,787,650	186		8,725	69	0
196	Georgia Co., Columbus	296,236,269	272,748,387	203	+ 7	13,030	57	118
197	Hartger & Willard Mortgage Associates, Inc., Grand Rapids, Mich	290,620,500	300,000,000	193		1,370	21	10
198	Mid-States Mortgage Corp., Southfield, Mich	289,551,000	299,695,233	194		9,250	63	21
199	Globe Mortgage Co., Hackensack, N.J	289,107,068	207,136,419	244	+45	7,173	27	87
200	August Kohn & Co., Inc., Columbia, S.C	285,692,477	285,244,000	198		9,397	63	49

(a)—Excluding loans owned by mortgage companies. (c)—Based on revised data. Rank that company would have had if revised data been available. (d)—Revised. (e)—Estimated figures. N.A.—Not available.

Third 100 Largest Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1982 (a)

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Rank 6/30/82	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/82	Dollar Volume of Mortgages Serviced 6/30/81	Rank 6/30/81	Gain in Rank	No. of Mortgage Serviced 6/30/82	No. of Investors 6/30/82 Excluding GNMA Pools	No. of Investors 6/30/82 GNMA Pools
201	South Coast Mortgage Co., San Antonio, Tex.	283,175,245	208,000,000	242	+41	14,119	87	48
202	National Mortgage Corporation of America, Dallas	281,247,110	205,000,000	245	+43	16,217	34	127
203	First National Mortgage Corp., New Orleans	280,000,000	284,312,379	200		8,400	40	24
204	BA Mortgage & International Realty Corp., San Francisco	279,106,000	270,000,000	205	+ 1	409	24	0
205	Third National Mortgage Co., Nashville, Tenn.	276,118,998	237,181,713	222	+17	5,881	59	37
206	Fulton & Goss, Inc., Cleveland	269,627,304	268,112,000	206		10,601	34	115
207	Cohen Financial Corp., Chicago	267,000,000	187,000,000	262	+55	173	N.A.	N.A.
208	Sunbank Mortgage Co., Orlando, Fla.	261,772,378	234,083,212	225	+17	7,707	60	10
209	Southwest Mortgage Co., Albuquerque, N.M.	260,395,462	207,192,787	243	+34	5,939	19	68
210	Kirk Mortgage Co., Philadelphia	258,565,581	243,288,355	217	+ 7	16,951	28	9
211	Moore Mortgage Co., Denver	258,167,594	230,242,084	228	+17	5,726	68	53
212	Colorado National Mortgage Co., Denver	258,105,196	214,398,754	238	+26	5,258	66	4
213	Wilshire Mortgage Corp., Burbank, Calif.	258,029,115	248,000,000	213		1,675	15	4
214	Grootemaat Corp., Milwaukee, Wis.	256,397,953	252,937,000	212		9,434	60	48
215	Jones-Cox Mortgage Corp., Dallas	256,299,634	242,274,995	219	+ 5	529	12	0
216	Shelter America Corp., Aurora, Colo.	256,000,000	....	...		17,200	25	175
217	Mountain States Financial Corp., Albuquerque, N.M.	255,667,000	262,155,329	207		15,458	33	N.A.
218	Mager Mortgage Co., Tulsa, Okla.	255,343,783	202,800,000	247	+29	9,000	N.A.	0
219	United Michigan Mortgage Co., Flint	254,156,594	256,245,398	210		11,170	24	0
220	Dale Funding Corp., Hempstead, N.Y.	252,161,163	220,000,000	234	+14	7,516	10	113
221	First National Mortgage Co., Little Rock, Ark.	251,629,212	242,931,999	218		7,697	51	75
222	First Mortgage Corp., West Covina, Calif.	251,026,000	238,598,000	221		5,261	8	64
223	Cauble & Co., Atlanta	250,000,000	220,000,000	233	+10	187	6	0
224	Guardian Mortgage Co., Inc., Grand Blanc, Mich.	238,000,000	225,322,128	231	+ 7	7,750	62	22
225	Calumet Securities Corp., Schererville, Ind.	236,500,000	243,917,621	216		11,321	48	4
226	John Burnham & Co., San Diego, Calif.	234,461,301	223,240,296	232	+ 6	955	11	0
227	Jackson Co., Birmingham, Ala.	232,272,740	681,065,519	107		4,144	19	1
228	Laurance Eustis Mortgage Corp., New Orleans	230,513,106	175,000,000	274	+46	3,907	27	25
229	Megapolitan Mortgage Co., Denver	229,098,748	215,105,000	237	+ 8	3,163	141	N.A.
230	Thomas D. Wood & Co., Miami	218,501,068	161,714,732	283	+53	202	10	N.A.
231	Fidelity Investment Co., Wichita, Kan.	214,886,568	157,838,302	285	+54	7,816	39	61
232	TVB Mortgage Corp., Nashville, Tenn.	214,000,000	220,000,000	235	+ 3	3,150	16	0
233	Beverly Hills Securities Co., Los Angeles	211,288,976	190,000,000	257	+24	5,200	15	61
234	Sierra West Mortgage Co., Anaheim, Calif.	210,000,000	197,863,575	252	+18	4,300	33	3
235	Stanwell Mortgage, Concord, Calif.	210,000,000	196,122,042	255	+20	5,100	60	0
236	Federated Financial Mortgage Corp., Atlanta	210,000,000	203,000,000	246	+10	3,100	31	0
237	Kelly Mortgage & Investment Co., Flint, Mich.	210,000,000	218,400,000	236		8,200	26	0
238	Mercury Mortgage Co., Inc., Tulsa, Okla.	208,552,578	230,254,000	227		8,640	34	64
239	Bank South Mortgage Corp., Atlanta	207,131,716	196,144,095	254	+15	5,722	51	30
240	R & G Mortgage Corp., Hato Rey, P.R.	206,483,013	123,266,390	315	+75	5,968	20	80
241	Arlington Mortgage Co., Inc., Falls Church, Va.	205,633,761	197,413,166	253	+12	8,008	83	2
242	Capital Mortgage Corp., Farmington Hills, Mich.	205,460,744	236,489,251	223		10,192	41	56
243	Dwyer-Curlett & Co., Los Angeles	205,321,000	202,680,000	248	+ 5	2,075	16	0
244	Valley Mortgage Corp., Salt Lake City, Utah	201,353,000	189,091,752	259	+15	4,021	57	0
245	Commercial National Mortgage Co., Little Rock, Ark.	200,913,657	202,608,102	249	+ 4	6,435	50	46
246	Rotan Mosle Mortgage Co., Houston	200,500,000	181,025,707	269	+23	135	N.A.	N.A.
247	Republic National Mortgage Corporation of Texas, Dallas	200,268,159	201,000,000	250	+ 3	2,243	8	0
248	Wortman & Mann, Inc., Jackson, Miss.	199,786,841	200,744,174	251	+ 3	7,618	30	52
249	Mercury Mortgage Service Corp., Hayward, Calif.	199,000,000	186,515,407	264	+15	4,135	5	49
250	Bankers' Funding Corp., Newport Beach, Calif.	195,000,000	188,517,119	260	+10	4,087	18	0
251	Spokane Mortgage Co., Wash.	194,122,699	N.A.	...		5,494	18	73
252	Hancock Mortgage Corp., Gulfport, Miss.	191,654,248	191,710,335	256	+ 4	5,406	47	53
253	Independent Bankers Mortgage Corp., Santa Rosa, Calif.	190,253,000	186,336,188	265	+12	4,176	20	0
254	Directors Mortgage Loan Corp., Riverside, Calif.	188,016,269	154,745,377	287	+33	3,622	6	30
255	DRG Financial Corp., Washington, D.C.	187,484,405	123,423,774	314	+59	204	6	28
256	AmBank Mortgage Co., Baton Rouge, La.	186,069,631	173,816,691	275	+19	5,325	20	20
257	Towle Real Estate Co., Minneapolis	184,776,274	183,359,000	268	+11	715	26	0
258	GECC Financial Corp., Honolulu	182,640,906	183,829,687	267	+ 9	2,520	41	0
269	Columbia Mortgage Co., Portland, Ore.	180,200,000	188,000,000	261	+ 2	3,600	35	3
260	Fullerton Mortgage & Escrow Co., Calif.	180,000,000	175,674,078	272	+12	4,500	26	46
261	Dobson & Johnson, Inc., Nashville, Tenn.	180,000,000	178,400,000	270	+ 9	4,295	24	16
262	Investors, Inc., Lubbock, Texas	177,280,707	N.A.	...		6,607	58	24
263	Sko-Fed Mortgage Corp., Skokie, Ill.	176,665,907	117,000,000	325	+62	2,512	32	1
264	George Elkins Co., Beverly Hills, Calif.	175,000,000	150,000,000	288	+24	600	22	0
265	American National Mortgage Co., Inc., Fort Worth, Tex.	173,591,265	189,966,512	258		5,145	38	33
266	Colonial Mortgage Corp., Washington, D.C.	172,052,280	170,000,000	277	+11	5,668	33	4
267	Cowger & Miller Mortgage Co., Inc., Louisville, Ky.	170,910,815	163,055,000	279	+12	5,981	30	22
268	BMFC, Inc., Boston	167,510,831	246,355,679	214		33	6	14
269	First Mortgage Investment Co., Kansas City, Mo.	165,336,129	N.A.	...		4,589	N.A.	N.A.
270	Pine State Securities Corp., Tucker, Ga.	164,986,009	117,895,110	324	+54	5,970	43	13
271	First City Mortgage Co., Dallas	162,330,000	162,000,000	282	+11	1,356	58	0
272	Inter-City Mortgage Corp., Washington, D.C.	162,038,454	162,269,213	281	+ 9	3,429	3	2
273	North Pacific Mortgage Co., Seattle	161,250,000	N.A.	...		30	3	0
274	Beneficial Standard Mortgage Co., Los Angeles	159,975,000	139,940,000	298	+24	1,168	10	0
275	Pioneer Mortgage Corp., Shreveport, La.	158,748,146	133,704,000	302		6,899	30	45
276	First Financial Corp., Waco, Tex.	153,214,367	121,532,300	317		10,549	0	355
277	Carey Winston Co., Bethesda, Md.	151,449,950	163,047,630	280		3,221	34	26
278	Mission Bay Mortgage Co., San Diego, Calif.	149,062,059	N.A.	...		2,692	20	24
279	Moyer Mortgage Co., Dayton, Ohio	148,960,000	149,582,000	289		5,294	18	56
280	Jones & Company, Realtors and Mortgage Bankers, Kansas City, Mo.	148,000,000	130,000,000	309	+29	312	15	0
281	Boulevard Mortgage Co., Philadelphia	147,351,153	139,500,000	299	+18	6,969	32	31
282	Alta Mortgage Co., Concord, Calif.	147,264,028	171,600,000	276		2,870	22	10
283	Turner Corporation of Oklahoma, Inc., Tulsa	146,000,000	144,407,000	294	+11	4,788	49	31
284	Clark Jennings & Associates, Inc., Yakima, Wash.	145,202,740	127,684,132	311	+27	673	5	0
285	Lindsey & Co., Inc., Sacramento, Calif.	140,469,798	95,152,801	342	+57	1,853	13	1
286	Tracy Mortgage Co., Salt Lake City, Utah	140,118,547	122,300,000	316	+30	3,807	31	22
287	Firstbank Mortgage Corp., Manchester, N.H.	138,853,000	104,657,565	336	+49	3,605	49	0
288	Flynn Investment Co., Harlingen, Tex.	137,082,428	131,721,462	307	+19	6,263	56	0
289	National Mortgage Co., Denver	136,890,805	149,000,000	290	+ 1	7,915	62	17
290	Leedy Mortgage Co., Inc., Birmingham, Ala.	136,511,000	....	...		10,093	62	3
291	Pool Mortgage Co., Chickasha, Okla.	135,600,277	143,412,497	295	+ 4	5,439	44	35
292	Prudential Mortgage Corp., San Juan, P.R.	131,989,266	112,192,766	329	+37	4,968	15	62
293	A. E. Landvoigt, Fairfax, Va.	130,000,000	130,000,000	310	+17	2,500	13	N.A.
294	United Missouri Mortgage Co., Kansas City	127,000,000	140,592,000	297	+ 3	4,300	25	32
295	Welborn Mortgage Corp., Fort Worth, Tex.	126,661,643	125,000,000	312	+17	6,252	22	33
296	Missouri Valley Investment Co., Prairie Village, Kansas	125,000,000	168,751,412	278		3,578	28	1
297	Mortgage Corporation of America, North Miami, Fla.	124,766,500	119,529,541	320	+23	101	27	0
298	Harry Mortgage Co., Oklahoma City	124,613,000	109,256,806	331	+33	5,329	50	0
299	Coldwell Banker-Spring Co., Minneapolis	124,000,000	121,421,000	308	+ 9	4,752	43	60
300	Marsh Associates, Inc., Charlotte, N.C.	123,255,516	119,236,615	321	+21	5,048	21	67

(a)—Excluding loans owned by mortgage companies. (c)—Based on revised data. Rank that company would have had if revised data been available. (d)—Revised. (e)—Estimated figures. N.A.—Not available.

Mergers and Acquisitions, 6/30/81 — 9/30/82

(Geographically Listed by Company Acquired)

Name of Company or Portfolio Acquired	Rank 6/30/81*	Servicing Volume 6/30/81*	Name of the Acquiring Company	Rank 6/30/82
Jackson Co., Birmingham, Ala.	227(a)	$232,272,740(a)	Engle Mortgage Co., Inc., Birmingham, Ala. (b)	44
Johnson & Associates Mortgage Co., Birmingham, Ala.	199	285,000,000	Stockton, Whatley, Davin & Co., Jacksonville, Fla.	21
First Mortgage Co., Inc., Tuscaloosa, Ala.	296	140,674,474	Engle Mortgage Co., Inc., Birmingham, Ala. (b)	44
Greater Suburban Mortgage Co., Alameda, Calif.	286	156,247,885(d)	Third National Mortgage Co., Nashville, Tenn.	205
Greater Suburban Mortgage Co., Alameda, Calif.	286	156,247,885(d)	Rainier Mortgage Corp., Seattle	25
Mason-McDuffie Co., Berkeley, Calif.	9	3,578,048,000	Weyerhaeuser Mortgage Co., Los Angeles	2
Coldwell Banker Commercial Group, Inc., Los Angeles	33(a)	2,073,246,973(a)	Sears, Roebuck & Co., Chicago	—
First Interstate Bank of California, Los Angeles(e)	1(a,c)	3,661,000,000(a)	First Interstate Mortgage Co., Los Angeles (e)	—
Investor's Mortgage Service Co., Los Angeles	131	507,293,622	Plaza Mortgage Co., Los Angeles	97
Keystone Financial, Inc., Santa Ana, Calif.	284	161,128,728	Shearson/American Express Mortgage Corp., Newport Beach	20
Majestic Investment Co. of Denver	184	316,762,292	World Savings & Loan Assn., Englewood, Colo.	—
First Interstate Bank of Fort Collins NA, Col.	52(c)	110,836,952	First Interstate Real Estate Services Co., Denver	141
Evans Financial Corp., Washington, D.C.	161(u)	350,135,000(u)	Bowest Corp., La Jolla, Calif.	30
First State Mortgage Co., Altamonte Springs, Fla.	239	210,000,000	Barnett Mortgage Co., Jacksonville, Fla.	107
Southern Mortgage Associates, Inc., Miami	303	133,688,193	Pan American Mortgage Corp., Miami	106
Adana Mortgage Bankers, Inc., Atlanta	—	68,141,530(f)	Engle Mortgage Co., Inc., Birmingham, Ala. (b)	44
Churchill Mortgage Corp., Atlanta	148	412,813,224	Southeast Mortgage Co., Miami	26
Standard Mortgage Corp. of Ga., Atlanta (g)	165	340,145,093	Standard Mortgage Corp., New Orleans	61
Standard Finance Corp., Augusta, Ga.	247(u)	186,000,000(u)	Georgia Railroad Bank & Trust Co., Augusta	30(c)
Real Estate Finance Corp., Honolulu	—	83,235,136(d,h)	Bank of Hawaii, Honolulu	7(c)
Real Estate Finance Corp., Honolulu	—	83,235,136(d,h)	Honolulu Mortgage Co., Inc.	150
First Chicago Realty Services Corp.	320	120,107,035(d)	Draper and Kramer, Inc., Chicago	123
Percy Wilson Mortgage & Finance Corp., Chicago	34(a)	2,050,629,000(a)	Commerce Savings Association, Angleton, Tex.	—
Jean Fore Mortgage, Inc., Shreveport, La.	—	86,000,000	First Mortgage Corp., Shreveport	308
Advance Mortgage Corp., Southfield, Mich.	7(a)	4,683,382,880(a)	Lomas/Advance Venture, Dallas (i)	—
Graham Mortgage Corp., Southfield, Mich.	51	64,000,000(f)	Manufacturers National Bank, Detroit	48(c)
Graham Mortgage Corp., Southfield, Mich.	51	1,274,907,595(d)	Mortgage Associates, Inc., Milwaukee	5
Farmers & Mechanics Savings Bank, Minneapolis (v)	—	53,900,000	F & M Marquette National Bank, Minneapolis	49(c)
Kimbrough Investment Co., Jackson, Miss.	224	236,016,955	Bailey Mortgage Co., Jackson, Miss.	143
General Mortgage Co., Chesterfield, Mo.	291	148,320,000	Unidentified	—
Commerce Mortgage Co., Kansas City, Mo.	304	133,566,692	Commerce Bank of Kansas City NA	98(c)
Citicorp Homeowners Inc., St. Louis	263	187,000,000	Citicorp Person to Person, Inc., St. Louis	68
Mercantile Mortgage Co., St. Louis	55	1,200,197,256	Citicorp Person to Person, Inc., St. Louis	68
BI Mortgage Co., Inc., Omaha, Neb.	—	12,700,000	Universal Mortgage Corp. of Wisconsin, Milwaukee	115
Jefferson Mortgage Co., Cherry Hill, N.J.	—	N.A.	Heritage Mortgage Finance Co., Haddonfield, N.J.	126
Forman Mortgage Co., Irvington, N.J.	220	241,650,000	Unidentified	—
Essex Union Mortgage Co., Linden, N.J.	—	N.A.	U.S. Mortgage Corp., Westmont, N.J.	151
Sealy Cade & Son, Inc., Montclair, N.J.	—	N.A.	Dorman & Wilson, Inc., White Plains, N.Y.	85
NCNB Mortgage Corp., Charlotte, N.C.	19	2,711,400,000	Bankers Mortgage Co., Columbia, S.C.	18
Equitable Savings & Loan Assn., Portland, Ore.	—	900,000,000(f,j)	Sherwood & Roberts, Inc., Seattle	65
General Electric Mortgage Corp., Portland, Ore. (w)	43(a)	1,688,454,124(a)	General Electric Credit Corp., New York	—
Crockett Mortgage Co., Valley Forge, Pa.	—	53,900,000	Industrial Valley Bank & Trust Co., Philadelphia	8(c)
McNeill Mortgage & Investment Co., Inc., Memphis	301	136,242,628(k)	James E. McGehee & Co., Inc., Memphis	174
Noel-Palmer Mortgage Co., Inc., Nashville (m)	211	255,951,015	Commerce Union Bank, Nashville	54(c)
Sessions Mortgage Co., Corpus Christi, Tex. (n,o)	149	401,995,157	Commonwealth Mortgage Corp., Houston	39
M.P. Crum & Co., Dallas	—	63,494,221(p)	Wells Fargo Mortgage Co., San Francisco	9
Grinnan Mortgage Co., Dallas	341	95,169,787	Gill Savings Association, Hondo, Tex.	—
Martin H. Morgan & Co., Dallas	—	N.A.	Nowlin Mortgage Co., Fort Worth	91
Fleet-Rail Mortgage Corp., Fort Worth	293	146,261,057	Commerce Savings Association, Angleton, Tex. (q)	—
Nowlin Mortgage Co., Fort Worth	91(a)	925,803,293(a)	Nowlin Savings Association, Fort Worth	—
Gulf Coast Investment Corp., Houston	119(a)	652,682,102(a,d)	International Mortgage Co., Santa Monica, Calif.	100
Sam Houston Mortgage Corp., Houston (o)	197	285,338,000	Commonwealth Mortgage Corp., Houston	39
Mortgage & Trust Corp., Houston	27(a)	2,562,334,433(a)	Mellon National Corp., Pittsburgh (r)	—
United Financial Mortgage Corp., Irvington, Tex. (o,s)	169	337,768,344	Commonwealth Mortgage Corp., Houston	39
First Interstate Bank of Utah, Salt Lake City	132(c)	15,000,000	First Interstate Real Estate Services Co., Denver	141
A.G. Denice, Inc., Arlington, Va.	—	20,000,000	VNB Mortgage Co., Richmond, Va.	28
Hamilton Mortgage & Investment Co., Arlington	240	209,000,000(d)	VNB Mortgage Co., Richmond, Va.	28
Pioneer Mortgage Co., Springfield, Va.	—	58,000,000	New York Guardian Mortgagee Corp., Hempstead	40
Fidelity Mutual Savings Bank, Spokane, Wash. (t)	—	300,000	First Interstate Bank of Wash. NA, Seattle	23(c)

*—Rank and servicing volume shown are based on permanent mortgages serviced for others on 6/30/81, unless otherwise indicated by footnotes. (a)—Rank and servicing volume are for 6/30/82. (b)—Acquired $330.9 million of Jackson Co.'s servicing portfolio and $133.3 million of First Mortgage Co.'s portfolio. (c)—Rank among commercial banks in mortgage servicing. (d)—A portion of the servicing portfolio was acquired by the company. (e)—Formerly a division of the bank. In Aug. 1982, it became a subsidiary of the parent holding company, First Interstate Bancorp., Los Angeles. (f)—Amount shown is the actual amount acquired by the company. (g)—Now a subsidiary of Standard Mortgage Corp., New Orleans, who reports consolidated figures including the subsidiary. (h)—Latest figures available are for 1975. (i)—Lomas/Advance Venture acquired Advance from of Oppenheimer & Co., Inc., New York on 7/13/82. Both Lomas & Nettleton Co., Dallas, and Advance Mortgage Corp. own 50% Lomas/Advance. (j)—Acquired portfolio on 7/31/82. (k)—Engle Mortgage Co., Birmingham, acquired $28 million of this portfolio. (m)—Became a division of the bank. (n)—Now known as Commonwealth Mortgage Corp. of So. Texas. (o)—Now a subsidiary of Commonwealth Mortgage Corp., Houston, who reports consolidated figures including its subsidiaries. (p)—Crum had $160 million in servicing on 6/30/79. The servicing figure shown is the amount of the portfolio acquired by Wells Fargo. (q)—Commerce Savings transferred the servicing portfolio to its newly formed mortgage subsidiary Commerce Service Corp., Dallas, which was the 167th largest mortgage co. in the nation at midyear. (r)—On 9/23/82, Mellon agreed to buy the corp. for approximately $95 million. The acquisition is subject to regulatory approval. (s)—Now known as Commonwealth Mortgage Corp. of No. Texas. (t)—Was merged into the bank on 3/16/82. (u)—Figures are for 6/30/80. (v)—Was merged into bank 2/21/82. (w)—Formerly Amtec Mortgage Corp.

Transition . . .

Continued from page 36

opinion. Rather, might not a value added tax (VAT), which discourages consumption and encourages saving and capital investment, be a more appropriate tax system for achieving the goals of supply-side economics? Might not even redirection and restructuring of the existing income tax system be considered on a broad basis to refocus the nation's resources more narrowly on areas that truly serve high social priorities?

What we are threatened with in this country is a long-term problem of credit affordability for consumers. Those industries and institutions that rely heavily upon consumer credit for financing transactions — such as housing, automobiles, and durable goods — will be hardest hit unless they adjust to new ways of doing business. There is, of course, a danger that the consumer will be abandoned by lenders because he or she lacks the wherewithal to borrow. Witness the desire of thrifts to expand their commercial lending powers when you consider whether or not lenders intend to remain committed to financing consumers.

To the extent that credit usage helps consumers to live beyond their current means, I doubt if we as consumers will be able to live as far beyond our means in the future as we have in the past. This change, I submit, is one of the most profound developments of the 1980s, and one on which we have only scratched the surface of comprehension.

Housing remains a high social priority in the sense of providing a basic human need. Housing production and real estate activity merit a high economic priority and assistance to stimulate and energize the nation's economic recovery. The nation's ability to finance consumer needs in all areas must be addressed for the fundamental problems that are developing in the institutions that lend and the consumer credit demands that are not being met. Housing, per se, is neither a spoiled brat nor an abandoned child of government. But, in a court of law, I suspect this Administration could be taken to task for a bad case of child neglect.

Reagonomics . . .

Continued from page 35

housing and mortgage finance industries. One of the commission's major discussions focused on the need to facilitate pension fund investments in mortgages, and President Reagan was quick to call for significant relaxations in the regulations under ERISA (The Employee Retirement Income Security Act) that had effectively precluded such investments.

Further ERISA relaxations still are needed, but the department of labor has taken some important first steps in meeting the mandates of the President and the recommendations of his Housing Commission. In this same vein, the department of housing and urban development has taken the lead in sponsoring a series of seminars designed to expose and educate pension fund managers and trustees on the potential benefits of investing in mortgages. Pension funds are not likely to pour hundreds of billions of dollars into the mortgage market any time soon, but the door has been opened another crack and offers at least some prospects for greater future investments in mortgages by these "new" sources of funds.

Comparing today's market prospects with those of last December, I am also somewhat heartened by the increasing consumer acceptance of a few of the great variety of alternative mortgage instruments that were flooding the markets nine months ago. Consumers seem to be expressing preferences for graduated equity mortgages, or GEMs, whose escalating payments lead to faster payoffs of principal, typically in 10 to 15 years, and for graduated payment mortgages that provide rate relief in the earlier years of the instrument, coupled with certainty of payment increases over time. As borrowers and lenders continue to express preferences and sort through the myriad of mortgage types causing confusion in the markets, the ability of lenders to supply mortgage credit will continue to improve. Already we are beginning to see the development of securities backed by GEM and graduated payment mortgages, which are essential ingredients of any future recovery in housing and home finance.

▶▶ Reagonomics: Page 40

300 Largest . . .

Continued from page 1

to stay on the books longer and, thus, are more profitable.

In addition, the declines in the aggregate volume of loan originations have made it cheaper for a mortgage banker to buy existing loan servicing than to incur the fixed costs necessary to maintain branch offices and related expenses associated with loan-origination activities.

Third, escrow balances assume greater economic significance in periods of high interest rates, Mr. Trautman said.

Will the Acquisitions Continue?

What about the probable future market value of loan servicing portfolios and mortgage bank companies?

"For years, notably during the 1960s and early 1970s, conventional wisdom held that loan servicing sold for approximately 1% of the portfolio's principal balance," Mr. Trautman said. "However, during the past year, several particularly attractive portfolios have sold at a multiple of the principal balance approximating 2%, or approximately twice the level of a decade ago."

Mr. Trautman expects acquisitions to continue at a fast pace, as firms providing diversified financial services continue to feed their appetites for purchased servicing.

However, he noted, "Prices paid for attractive portfolios may have reached a plateau, depending on your interest-rate expectations.

"Should a prolonged *period of lower interest rates become* a reality, the *expected* life of an average mortgage will start to decline along with economic values associated with escrow balances," he continued.

Survey Findings

The American Banker found 51 major mergers or acquisitions of servicing portfolios by all financial institutions over the year ending June 30, up 55% from a year earlier.

Twenty-two were done by banks either directly or through existing mortgage subsidiaries. This compares with 13 acquisitions by banks a year earlier.

Thus, acquisitions by banks were up 69% over the year and accounted for 43% of all mortgage-company mergers.

The 51 acquisitions this year accounted for $13.2 billion, or 40.2%, of the $32.8 billion increase in servicing of permanent mortgages for investors posted by the top 300 mortgage firms.

A year earlier, the 33 acquisitions accounted for $8.2 billion, or 21.4%, of the increase in servicing volume.

A list of the major mergers and acquisitions among the top mortgage firms over the 15-month period from June 30, 1981, to Sept. 30, 1982, appears on page 38.

Servicing of permanent mortgages for investors by the 300 largest totaled $285.2 billion on June 30, up 13% from a year earlier.

The 300 largest companies posted a 17.9% gain in servicing for the year ended June 30, 1981.

The Mortgage Bankers Association of America has estimated that servicing by its 775 mortgage company members rose $37.2 billion, or 13.2%, to $319.8 billion at midyear. This compares with $282.6 billion for 786 firms the year before.

The midyear servicing total of the 300 largest was equivalent to 89.2% of the estimated servicing total for all mortgage company members of the Mortgage Bankers Association. The ratio was 89.3% a year earlier.

The current tabulation of servicing by mortgage companies includes independent mortgage companies that are subsidiaries of other firms and holding companies whose major holdings are in mortgage companies. To prevent double counting, the tabulation excludes mortgage company subsidiaries of holding companies in the table.

Largest Mortgage Companies

Lomas & Nettleton Financial Corp. of Dallas remained in first place in servicing at midyear, with a total of $12.1 billion. This was up 4.3% from $11.5 billion a year earlier.

Weyerhaeuser Mortgage Co. of Los Angeles jumped three places to second position, with $7.8 billion. This compared with $4.4 billion a year earlier.

The company acquired Mason-McDuffie Co. of Berkeley, Calif., in August 1981. Mason-McDuffie was the nation's ninth largest mortgage company on June 30, 1981, with $3.5 billion in servicing.

Banco Mortgage Co. of Minneapolis, a subsidiary of Northwest Bancorp., remained in third place, with $6.1 billion. The year before, it had $5.1 billion in servicing.

Manufacturers Hanover Mortgage Corp. of Farmington Hills, Mich., a subsidiary of Manufacturers Hanover Corp., was fourth, with $6 billion in servicing. This compared with $5.2 billion a year earlier when it ranked second.

Mortgage Associates Inc. of Milwaukee, a subsidiary of Fleet Financial Group Inc. of Providence, R.I., jumped nine places to fifth position, with $5.9 billion in servicing. Fleet Financial is the parent of Fleet National Bank of Providence.

The mortgage company acquired a portion of the servicing portfolio of Graham Mortgage Corp. of Southfield, Mich. Graham Mortgage, a subsidiary of Manufacturers National Bank of Detroit, was the 51st largest mortgage company on June 30, 1981, with $1.3 billion in servicing.

Graham, which recently sold approximately $64 million of its portfolio to its parent bank, did not participate in this year's survey.

The largest newcomer to the tabulation was 39th-rank Commonwealth Mortgage Corp. of Houston, a subsidiary of Commonwealth Savings Association of that same city.

The company was the former Commonwealth Corp. of Tallahassee, Fla. Last March, it acquired Sam Houston Mortgage Corp. of Houston and its $285 million servicing portfolio.

In addition, Commonwealth last April acquired United Financial Mortgage Corp. of Irving, Tex., and its $338 million servicing portfolio.

Commonwealth also includes in its figures the $530 million servicing portfolio of Sessions Mortgage Co. of Corpus Christi, a subsidiary of Commonwealth Savings since 1979. Sessions Mortgage now operates as Commonwealth Mortgage Corp. of South Texas. United Financial became Commonwealth Mortgage Corp. of North Texas.

Biggest Gains in Rank

Among the 300 largest companies at midyear, 146 improved their ranking from a year earlier.

Winters National Mortgage Corp. of Piqua, Ohio, a subsidiary of Winters National Bank & Trust Co. of Dayton, showed the biggest gain in rank, rising 107 places to 116th. Servicing was transferred to Winters from its parent and from Euclid National Bank of Cleveland. Euclid is a subsidiary of Winters National Corp., a multibank holding company which also owns Winters National Bank & Trust.

Dominion Bankshares Mortgage Corp. of Fairfax, Va., a subsidiary of Dominion Bankshares Corp. of Roanoke, had the next biggest gain in rank, advancing 103 places to 98th. The company, formerly known as Metropolitan Mortgage Fund Inc., took over the servicing of its parent's affiliate banks.

Bailey Mortgage Co. of Jackson, Miss., rose 87 places to 143d after acquiring the $236 million servicing portfolio of Kimbrough Investment Co., also of Jackson.

Wye Mortgage Corp. of Baltimore was up 79 places to 125th, and U.S. Mortgage Corp. of Westmont, N.J., jumped 78 places to 151st.

R&G Mortgage Corp. of Hato Rey, P.R., advanced 75 places to 240th; Mercantile Mortgage Corp. of Baltimore was up 69 places to 140th; and North Central Financial Corp. of Dayton, Ohio, rose 65 places to 101st.

Futures . . .

Continued from page 7

and 500 — yes, both of those levels — before the year is over," he said. "And bond futures could really come back well before the end of the year."

Hedgers, especially savings and loan associations, have a real opportunity now to put on short hedges to lock in funding costs and portfolio values.

"My S&L clients have covered all of their risk exposure," Mr. Degler said. "As far as I'm concerned, hedgers are the only people who should be in this market right now."

Despite Thursday's tremendous rally pushing most interest-rate futures as high as they are allowed to go in any one day, gains for the week as a whole were moderate.

Treasury bond futures showed the biggest week-on-week rise, with those for December delivery closing 2 25/32 higher in the week ended Oct. 7 at 73 27/32 and those for delivery in March up 2 22/32 at 73 11/32.

Both jumped the maximum permissible two points on Thursday and were prevented from emulating the cash market, where the 14% bond due in 2011 soared four points to 123¼ bid for a gain over the week of 4%.

Ten-year Treasury note futures also leapt the two-point limit Thursday, to 81 18/32. This was a weekly rise of 2 24/32.

Short-term maturities did rather less well, although they too scored limit gains. Treasury bill futures rose 60 basis points Thursday but scored gains for the week of 44 basis points in the December contract at 91.81, or a discount of 8.19%, and 51 basis points in the March contract at 90.77, or 9.23%.

For cash Treasury bills, the current three-month instrument fell 17 basis points in price over the week to 92.23, for a 7.77% discount, while the six-month bill edged up 25 basis points to 91.50, or 8.50%.

This relative movement sharply reduced the price discount of December futures to the current three-month bill (on a simple price comparison) to 42 basis points from 103 the week before.

Certificate of deposit futures jumped the 80-basis-point limit to 89.56, or a yield of 10.44%. Yet, they ended the week with a 70-basis-point gain. Cash three-month CDs were quoted at 10.25%.

Eurodollar futures rose 87 basis points to 88.85, or a yield of 11.15%.

The Markets

MONEY MARKET

Friday, October 8, 1982

Federal funds range 9-10%
Prime rate (10/7/82) 13%
Discount rate FRB of New York (8/27/82) 10%
Call Loans on Securities:
To brokers on stock exchange collateral 11½%
To dealers on U. S. Gov't Securities 10%

Bankers Accepts. offering rate—discount basis(10/8/82):
30 days—9.70 60 days—9.70 90 days—9.65
120 days—9.55 180 days—9.50

N.Y. City Banks' CDs — Highest Offering Rate (10/8/82)
14 days— 9½ 30 days— 9¾ 60 days— 9¾
90 days— 9¾ 120 days— 9¾ 150 days— 9¾
180 days— 9¾ 270 days— 9¾ 360 days— 9¾

Dealer Comm'l Paper—discount basis (10/8/82)
30 days— 9½ 60 days—9¾ 90 days—9¾

Comm'l Paper Directly Placed—Range disc. basis (10/8/82)
5-14 days—8-9 15-29 days—8-9
30-59 days—8-9¼ 60-89 days—8-9½
90-179 days—8½-9¾ 180-270 days—8½-9¾

Eurodollar Deposits— London bid (10/8/82)
Overnight—9¾ 7 Days—10 5/16
1 mos.—10¾ 3 mos.—10¾
6 mos.—10¾ 1 year—11½

NIBOR (6-month) 11 5/16
LIBOR (6-month) 11¼

SAVINGS RATES

91-day time CD* 8.102%/8.102%
6-month money market certificates 9.643%
1-year all savers certificates (investment yield) 8.15%
30-month small saver certificates* 11.55%/11.80%

*—Rates shown are commercial bank/thrift institution offering rates.

FUTURES MARKETS

3-MONTH DOMESTIC CD FUTURES (IMM)+

Delivery Month	High	Low	Settlement	Change (a)	Yield (b)
Dec. '82	90.19	89.40	89.88	+32	10.12
Mar. '83	89.24	88.60	89.05	+28	10.95
June '83	88.75	88.30	88.55	+10	11.45
Sept '83	88.27	88.24	88.25	+15	11.75

As of the previous day's close: total no. of contracts traded—8,869; total open interest— 8,978; change in open interest— +98

3-MO. T-BILL FUTURES (IMM)++

Delivery Month	High	Low	Settlement	Change (a)	Discount Yield (b)
Dec. '82	92.18	91.70	91.89	+ 8	8.11
Mar. '83	91.08	90.65	90.77	....	9.23
June '83	90.40	90.04	90.21	+ 8	9.79
Sept '83	90.02	89.68	89.95	+17	10.05
Dec. '83	89.77	89.37	89.76	+32	10.24
Mar. '84	89.68	89.30	89.66	+30	10.34
June '84	89.62	89.25	89.60	+32	10.40
Sept '84	89.54	89.28	89.54	+36	10.46

Volume as of the previous day was 27,864
open interest was 59,694; change in open interest —651

FOOTNOTES TO FUTURES TABLES

+—For 90-day or 3—month domestic certificates of deposit having a face value at maturity of $1 million.
++—For three month U. S. Treasury bills having a face value at maturity of $1 million.
+++—For $100,000 principal balance of Government National Mortgage Association certificates with a stated interest rate at 8%.
*—For $100,000 of U.S. Treasury Bonds not maturing or callable in less than 15 years.
**—For $100,000 of U.S. Treasury Bonds not maturing or callable in less than 20 years.
a—Change from previous day's settlement price in basis points.
b—100.00 minus settlement price.
c—Change from previous day's settlement price in points and 32ds.
d—Yield based on simple monthly payments of principal and interest under assumptions of 30-year mortgage prepaid in 12 years.
e—Yield based on 8%, 20 year bond, but other coupons, maturities and call dates are deliverable, affecting yield somewhat.
f— Yield based on 9%, 20 year bond.
CBT—Traded on the Chicago Board of Trade.
IMM—Traded on the International Monetary Market, a division of the Chicago Mercantile Exchange.
NYFE—Traded on the New York Futures Exchange.

GOLD COINS

Coin Name & Weight	$ Value per Coin October 8	October 7
Krugerrand (1 Troy oz.)	$451.75	$435.50
Maple leaf (1 Troy oz.)	452.50	437.00
Mexican peso (1 Troy oz.)	452.50	437.00
Mexico 50 peso (1.2 Troy oz.)	529.50	513.50
Austrian 100 crown (.98 Troy oz.)	428.00	413.50
Mexico 20 peso (.48 Troy oz.)	222.50	216.00
S African 2 Rand (.24 Troy oz.)	121.00	116.25
Austrian 1 Ducat (.11 Troy oz.)	53.50	52.50

These quotes represent the N.Y. fixing price, which are a mid-price between what buyers are bidding and sellers are asking. The prices are quoted by Desk Perera, but may vary among dealers, depending on market conditions.

AMERICAN BANKER INDEX

Selected N. Y. C. Bank Stocks +

			High	Low	Last
Oct. 8	220.0	1982	221.9	158.7	220.0
Oct. 7	221.9	1981	228.4	175.0	201.0
Oct. 6	213.7	1980	186.0	136.0	184.2
Oct. 5	204.1	1979	198.1	150.3	165.1
Oct. 4	196.2	1978	187.9	132.4	156.8

+ based on midday prices.

Missouri Acquisition Cleared

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of Valley Bancorp Inc., Hopkins, Mo., to become a bank holding company by acquiring Thirty-Three Venturers Inc., Hopkins, parent of 102Valley Bank, Hopkins. ■

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p.8

American Banker

The Only Daily Banking Newspaper

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Bank Mortgage Servicing Gains On Acquisitions

By THERESIA GERBER

NEW YORK — Bank acquisitions of mortgage company servicing portfolios accounted for about one-third of the gain in mortgage servicing posted by the 100 largest commercial banks in the field, the American Banker finds in its annual survey of commercial banks' mortgage servicing activities, published today.

The top 100 banks at midyear had $24.46 billion in permanent real estate mortgages serviced for investors. This was up $2.11 billion, or 9.4%, from a year earlier.

Approximately $700 million of this gain was attributable to acquisitions by banks of mortgage companies' servicing portfolios.

Servicing of the top 100 banks was

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Mortgage Bankers Association

The secondary mortgage market was designed to bring new money to mortgage lenders and create funds for mortgages. As the futures industry fuels still more interest in the secondary market, industry leaders hope that the new money will help revive the industry.
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Northeast Savings Buys Mass. S&Ls With Financial Aid from Government

Interstate Thrift Institution Adds over $1 Billion in Assets

By LAURA L. MULCAHY

NEW YORK — The Federal Home Loan Bank Board Tuesday approved the assisted merger of two Massachusetts savings and loan associations into Northeast Savings, Federal Association, an interstate thrift.

Merged were First Federal Savings & Loan Association of Boston and Freedom Federal Savings & Loan Association of Worcester, Mass.

Northeast Savings, a "phoenix" institution, has administrative headquarters in Schenectady, N.Y., but its main office is in Hartford, Conn.

The acquisition marks the 17th interstate combination since the Bank Board allowed interstate mergers last March and the 13th so far this year. It is the 38th merger to be completed with financial aid from the Federal Savings and Loan Insurance Corp. in 1982.

The transaction combines the 18 offices of the $792.4 million-asset Freedom Federal — Massachusetts' largest S&L — and the six offices of

➤➤ Northeast: Page 31

An Interview with . . .

Dry Dock Chief Loves Challenge Of Running a Struggling Thrift

By KAREN SLATER

NEW YORK — "I just can't figure it out."

That's what one savings banker says about the decision made by Bob Steele to leave a booming New England thrift to manage the struggling $2.5 billion-asset Dry Dock Savings Bank here.

But nine months after the job change, the 43-year-old former U.S. congressman insists he relishes the challenge of turning around a bank that may be only quarters away from its demise.

And, indeed, the Dry Dock executive suite is so full of energy and enthusiasm that it's hard to believe the country's 15th largest mutual is fighting for its life.

Robert H. Steele is clearly giving it his all. Under his direction the bank has so far overhauled its senior management, sold its headquarters building, established a team of calling officers, and begun retraining its entire branch staff to emphasize the "selling" of bank products.

"We're going to do everything that is humanly possible to move this bank forward," says the forceful Mr. Steele. He is visibly proud of the results to date — which include improved deposit flows, reduced costs, and strengthened morale.

The Dry Dock recently announced the latest step in its game plan — a

➤➤ Dry Dock: Page 20

Prime Rate Down to 12% At Many Banks

By JOHN P. FORDE

NEW YORK — Several large money center banks reduced their prime rates to 12% from 13% Tuesday as many economists predicted further interest rate declines in the months ahead.

Morgan Guaranty Trust Co. was the first major bank to lower its prime to 12% from 13% early Tuesday. It was followed by Chemical Bank, Bank of America, and Manufacturers Hanover Trust Co. The reduction brings the prime to its lowest level in more than two years.

Most of the nation's other largest banks remained at 13%, except for Mellon Bank of Pittsburgh, which reduced its prime rate to 12¾% from 13½% late Friday.

Smaller banks which reduced their prime lending rates to 12% from 13% included UMB Bank, New York, and First Naional Bank of Birmingham, Alabama.

Bankers Trust Co. and U.S. Trust Co. both reduced their broker loan rates from 11% Tuesday. Bankers Trust went to 10½% while U.S. Trust dropped to 10¼%.

Treasury Secretary Donald T. Regan said he expected the prime to level off for a while at the 12% rate, which he described as much better than most people expected by "mid-October 1982."

The decreases follow a reduction in the discount rate Friday to 9½% from 10% by most of the nation's Federal Reserve banks. The Federal Reserve bank of Cleveland, which did not reduce its rate on Friday, announced that its discount rate would drop to 9½% effective today.

➤➤ Prime: Page 31

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Stockholder Systems, Inc. 1965 N. Park Place, Suite 200, Atlanta, Ga., 30339, 404/952-EFTS.

100 Largest Commercial Banks In Servicing of Permanent Mortgages(a)

Based on Volume of Permanent Mortgages Serviced for Investors on June 30, 1982(b)

Servicing Rank 6/30/82		Mtgs. Serviced for Investors (b) Total Dollar Volume 6/30/82	Mtgs. Serviced for Investors (b) No. of Mortgages 6/30/82	No. of Investors 6/30/82 (Excluding GNMA Pools)	No. of Investors 6/30/82 GNMA Pools	Servicing Rank 6/30/81	Gain in Rank	Total Mtges. Serviced (c) in Dollars 6/30/82	Mges. Owned By Bank in Dollars 6/30/82
1	First Interstate Bank of California, Los Angeles (d)	$3,661,000,000	60,705	370	163	1		6,757,000,000	1,517,000,000
2	Bank of America NT & SA, San Francisco	1,614,000,000	41,089	215	47	2		16,460,000,000	14,846,000,000
3	Union National Bank of Little Rock, Ark	793,146,713	38,045	209	161	4	+ 1	862,909,813	69,763,100
4	Hibernia Bank, San Francisco	785,909,975	20,878	44	147	3		1,249,634,252	453,173,740
5	Security Pacific National Bank, Los Angeles	750,601,169	21,697	89	45	5		5,000,130,227	4,249,529,058
6	National Bank of Alaska, Anchorage	632,076,199	7,337	78	2	6		663,131,242	29,940,938
7	Bank of Hawaii, Honolulu	594,688,133	13,601	95	11	8	+ 1	928,747,076	322,823,438
8	Industrial Valley Bank and Trust Co., Philadelphia	563,266,674	26,658	171	173	9	+ 1	736,862,764	173,596,091
9	First National Bank, Anchorage, Alaska	541,000,000	7,728	30	0	11	+ 2	567,000,000	26,000,000
10	Continental Bank, Phoenix, Ariz	528,631,337	13,736	44	26	7		582,307,917	53,676,580
11	First Tennessee Bank NA, Memphis	489,361,384	14,100	56	81	10		594,761,279	105,399,895
12	Citizens Fidelity Bank & Trust Co., Louisville, Ky. (e)	451,000,000	15,400	73	81	13	+ 1	536,000,000	85,000,000
13	Continental Illinois National Bank & Trust Co., Chicago	420,799,122	8,944	65	84	12		1,413,665,628	992,886,506
14	Union Planters National Bank, Memphis, Tenn	398,960,000	14,310	53	113	17	+ 3	438,077,000	39,117,000
15	California First Bank, San Francisco	377,276,362	6,035	59	34	15		1,078,568,732	728,569,000
16	First Hawaiian Bank, Honolulu	353,871,060	7,187	110	0	14		901,094,071	547,223,011
17	Century Bank, Phoenix, Ariz	348,953,000	9,610	29	69	...		424,953,000	76,000,000
18	First Security Bank of Utah NA, Ogden	328,480,000	10,516	95	47	16		973,495,400	645,015,400
19	National State Bank, Elizabeth, N.J	305,139,709	11,250	46	140	20	+ 1	434,606,389	129,123,293
20	First Interstate Bank of Oregon NA, Portland	300,887,491	10,189	59	80	19		1,360,949,541	1,060,062,050
21	Idaho First National Bank, Boise	284,407,592	9,559	42	48	18		555,626,004	251,488,820
22	Lubbock National Bank, Tex	283,253,111	8,676	97	67	22		301,521,955	18,521,955
23	First Interstate Bank of Washington NA, Seattle	276,382,159	9,541	64	105	23		872,355,151	595,972,992
24	First National Bank, St. Paul, Minn	273,676,073	6,452	75	83	25	+ 1	380,269,747	106,593,673
25	Banco de Ponce, P.R	262,953,000	14,095	40	102	21		493,807,000	230,854,000
26	Central Bank, Oakland, Calif	243,793,530	7,442	82	20	24		389,107,537	145,314,007
27	Old Stone Bank, Providence, R.I	225,493,323	6,485	7	0	35	+ 8	640,169,887	378,676,565
28	South Carolina National Bank, Columbia	213,500,000	5,250	77	33	27		419,342,000	200,611,000
29	Marine Midland Bank NA, Buffalo, N.Y	213,302,804	4,639	64	0	28		1,229,329,815	1,041,727,515
30	Georgia Railroad Bank & Trust Co., Augusta	203,742,092	9,248	50	62	109	+79	224,828,694	21,086,602
31	Western Bank, Sioux Falls, S.D	202,334,650	5,722	33	0	46	+15	224,695,078	22,360,428
32	Alaska Pacific Bank, Anchorage	192,202,153	175	21	0	42	+10	203,234,396	11,032,244
33	Fleet National Bank, Providence, R.I	189,069,700	5,856	11	0	33		402,364,600	213,294,900
34	Alaska Statebank, Anchorage	189,000,000	2,354	18	0	45	+11	201,000,000	12,000,000
35	United States National Bank, Portland, Ore	188,883,232	4,125	40	6	29		810,800,301	604,568,373
36	Banco Popular de Puerto Rico, San Juan	188,822,600	15,789	131	1	26		440,762,100	251,939,500
37	Commercial Security Bank, Ogden, Utah	179,066,810	6,229	37	17	31		241,382,870	58,298,718
38	First National Bank, Louisville, Ky	176,305,900	4,006	48	1	72	+34	217,985,798	141,679,989
39	First National Bank, Cincinnati	161,747,000	4,427	58	32	41	+ 2	296,268,000	134,521,000
40	First National Bank, Minneapolis	160,101,728	4,990	106	43	39		348,269,485	188,167,757
41	Landmark First National Bank, Fort Lauderdale, Fla	159,715,498	9,050	71	32	30		225,941,102	66,225,604
42	American Security Bank, Honolulu	159,133,962	3,975	43	0	32		259,047,341	99,913,379
43	Alaska National Bank of the North, Fairbanks	157,251,082	2,129	30	0	40		184,709,962	27,458,880
44	First Interstate Bank of Arizona NA, Phoenix	150,191,220	10,555	71	12	34		735,597,293	584,363,019
45	Central Bank of Denver	149,238,779	5,229	63	0	38		187,923,747	37,644,302
46	Alaska Bank of Commerce, Anchorage	145,981,108	1,555	34	0	44		168,299,569	22,318,461
47	Michigan National Bank, Lansing	145,123,462	7,160	104	0	37		411,944,462	266,871,000
48	Manufacturers National Bank, Detroit	142,845,865	3,268	48	0	60	+12	811,892,812	787,150,914
49	F & M Marquette National Bank, Minneapolis	141,344,339	3,048	90	26	90	+41	752,473,405	746,029,119
50	Exchange National Bank, Colorado Springs, Colo	137,044,041	4,270	47	15	36		152,563,868	16,886,876
51	Equibank, Pittsburgh	136,734,382	4,998	127	2	43		622,535,845	484,501,065
52	Fidelity National Bank, Baton Rouge, La	128,750,329	5,385	45	5	48		165,911,789	37,161,460
53	Nevada National Bank, Reno	127,980,000	2,115	45	0	50		240,408,000	106,928,000
54	Commerce Union Bank, Nashville, Tenn. (f)	125,722,393	3,736	26	4	...		231,722,393	106,000,000
55	Hartford National Bank & Trust Co., Conn	125,000,000	2,300	73	0	49		599,000,000	474,000,000
56	Lincoln First Bank NA, Rochester, N.Y	121,833,653	3,619	58	0	143	+87	537,728,951	415,895,299
57	First Wyoming Bank NA-Cheyenne	118,912,034	2,957	40	1	53		125,592,740	6,680,715
58	United Bank Alaska, Anchorage	115,409,271	1,265	12	0	80	+22	130,126,387	14,717,116
59	American National Bank & Trust Co. of Michigan, Kalamazoo	109,407,573	2,377	30	0	51		167,145,346	57,737,773
60	Valley Fidelity Bank & Trust Co., Knoxville, Tenn	107,473,453	4,657	31	36	59		119,324,308	11,850,855
61	Simmons First National Bank, Pine Bluff, Ark	107,412,624	3,172	139	46	57		151,799,707	44,387,083
62	Union Trust Co., Stamford, Conn	107,202,191	2,470	57	0	47		447,695,240	340,493,049
63	American Security Bank NA, Washington, D.C	107,165,518	1,603	31	2	...		364,981,644	208,695,798
64	Fourth National Bank & Trust Co., Wichita, Kan	105,878,299	2,577	54	0	58		156,376,471	50,498,172
65	Fremont Bank, Calif	103,649,352	2,386	12	0	63		133,972,599	30,323,247
66	First Interstate Bank of Casper NA	102,645,287	3,124	37	1	66		128,587,883	25,942,596
67	Albuquerque National Bank, N.M	102,583,111	5,199	17	14	55		218,798,423	116,215,312
68	First Wisconsin National Bank, Milwaukee	97,604,570	3,579	140	0	62		420,312,486	322,707,916
69	Connecticut Bank & Trust Co., Hartford	97,182,743	2,331	82	0	54		530,339,622	430,648,566
70	Hawaii National Bank, Honolulu	95,783,489	2,921	54	0	61		132,121,554	36,338,065
71	People Bank & Trust, Anchorage	95,640,709	1,184	14	0	78	+ 7	103,582,273	1,668,467
72	Detroit Bank & Trust Co	94,109,170	2,463	13	0	67		807,287,155	713,177,985
73	Union Bank, Los Angeles	90,000,000	2,740	30	0	56		620,000,000	530,000,000
74	First Security Bank of Idaho NA, Boise	89,689,446	3,448	43	17	68		394,810,294	305,120,849
75	State National Bank of Connecticut, Bridgeport	87,941,149	1,485	39	0	64		300,720,918	210,941,000
76	Citizens Commercial & Savings Bank, Flint, Mich	86,742,503	5,186	24	15	65		377,847,792	291,105,289
77	Wyoming National Bank, Casper	86,719,128	1,824	16	0	76		103,206,126	16,486,997
78	Louisiana National Bank, Baton Rouge	84,897,755	1,908	30	0	75		140,802,876	55,905,121
79	Seattle Trust & Savings Bank	84,425,400	3,425	24	6	70		208,074,900	123,649,500
80	Equitable Bank NA, Baltimore	83,550,000	2,100	20	0	121	+41	622,510,000	538,960,000
81	Broadway National Bank, San Antonio, Tex	82,100,000	2,861	36	28	71		116,200,000	34,100,000
82	Michigan National Bank, Detroit	82,000,000	5,988	46	0	69		473,000,000	391,000,000
83	Branch Banking & Trust Co., Wilson, N.C	77,659,499	1,777	33	1	82		102,672,905	25,013,406
84	First Bank of South Dakota NA, Sioux Falls	75,345,380	2,417	49	0	73		154,545,400	79,200,000
85	Security Bank NA, Billings, Mont	75,083,634	2,326	60	1	74		119,112,982	44,029,348
86	First National Bank of Maryland, Baltimore	74,087,000	1,579	33	2	83		377,408,000	303,321,000
87	First Interstate Bank of Nevada NA, Reno	70,112,389	2,705	31	6	85		424,167,927	354,055,537
88	Central National Bank, Cleveland	69,852,067	3,939	47	0	81		280,754,686	208,276,446
89	Bank of North Carolina NA, Jacksonville	63,153,000	2,081	14	25	94	+ 5	74,807,995	11,654,995
90	Alameda First National Bank, Calif	61,534,566	1,270	4	0	92	+ 2	79,853,119	17,666,827
91	Old National Bank, Evansville, Ind	60,407,681	2,414	72	1	84		142,744,235	82,336,554
92	Idaho Bank & Trust Co., Pocatello	60,105,352	1,894	33	0	86		127,770,830	67,665,478
93	Colonial Bank, Waterbury, Conn	59,000,000	1,200	55	0	102	+ 9	374,000,000	289,000,000
94	First Pennsylvania Bank NA, Philadelphia	58,644,614	1,868	71	0	91		468,235,570	409,250,668
95	Central Bank of Colorado Springs, Colo	57,419,062	2,556	49	3	87		68,874,252	11,455,190
96	Ohio Citizens Bank, Toledo	57,144,488	1,061	9	1	95		145,391,215	88,246,747
97	First Security State Bank, Salt Lake City, Utah	55,019,342	2,132	10	32	89		100,159,737	41,368,117
98	Commerce Bank of Kansas City NA, Mo	54,100,000	1,559	27	0	...		106,000,000	51,900,000
99	Iowa-Des Moines National Bank	52,206,000	1,752	30	0	77		168,397,000	95,900,000
100	First National Bank, Omaha, Neb	48,000,000	2,235	26	1	97		92,500,000	44,500,000

(a)—Data for individual banks exclude subsidiary mortgage companies which have their own legal identity. (b)—Excludes mortgages serviced by the bank for all accounts of its trust department. (c)—All permanent mortgages serviced by the bank for itself, for all accounts of its trust department, and for others. (d)—Servicing done by First Interstate Mortgage Co., a division of the bank. In August 1982, First Interstate Mortgage Co. became a mortgage company subsidiary of First Interstate Bancorp., Los Angeles, the parent holding company for the bank. (e)—Servicing done by Citizens Fidelity Mortgage Co., a division of the bank (f)— Servicing done by Noel-Palmer Mortgage Co., Inc., a division of the bank.(r)—based on revised data. Rank that bank would have had if revised data had been available. (R)—Revised N.A.— Not Available.

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

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Servicing . . .

Continued from page 1

up 4.3% from the year before.

As reported Tuesday in the American Banker survey of the 300 largest mortgage companies, bank acquisitions of mortgage companies rose 69% over the year ending June 30 and accounted for 43% of all mortgage-company mergers.

The increase in merger activity was attributable to the continued high interest rates during the period. The high rates continued to depress the housing market, causing many mortgage companies in need of cash to sell off their servicing portfolios.

Banks, either directly or through mortgage subsidiaries, purchased these portfolios to generate servicing volume. In addition, the high rates made loan servicing an attractive investment, because mortgage loans tend to stay on the books longer when interest rates are high, thus making these loans more profitable. Also, the value of escrow balances rises as rates increase.

Some of the major portfolio acquisitions were made by seventh-ranked Bank of Hawaii, Honolulu; eighth-ranked Industrial Valley Bank & Trust Co. of Philadelphia; 14th-ranked Union Planters National Bank of Memphis; 30th-ranked Georgia Railroad Bank & Trust Co. of Augusta; 38th-ranked First National Bank of Louisville, Ky.; and 48th-ranked Manufacturers National Bank of Detroit.

Bank of Hawaii acquired $34 million in servicing from Real Estate Finance Corp. of Honolulu; Industrial Valley acquired $76 million in servicing from Crockett Mortgage Co. of Valley Forge, Pa.; Union Planters acquired $41 million of the portfolio of Percy Galbreath & Son Inc. of Memphis; Georgia Railroad acquired Standard Finance Corp. of Augusta and its $186 million servicing portfolio; First National Bank of Louisville acquired $92 million in servicing from Colonial Savings & Loan Association of Shawnee Mission, Kan.; and Manufacturers National acquired $64 million in servicing from its affiliated mortgage company, Graham Mortgage of Southfield, Mich.

Several other intracompany transfers and mergers took place.

In August, First Interstate Mortgage Co. of Los Angeles, a division of First Interstate Bank of California, the largest bank in servicing at midyear with $3.7 billion, became a mortgage subsidiary of First Interstate Bancorp of Los Angeles, the bank's parent.

Had the change taken place at midyear, First Interstate Mortgage would have been the nation's 19th largest mortgage company.

In addition to this intracompany transfer, two affiliate banks of First Interstate Bancorp — First Interstate Bank of Fort Collins NA, Colo., and First Interstate Bank of Utah, Salt Lake City, transferred their servicing to First Interstate Real Estate Services Co., Denver, another mortgage subsidiary of their parent.

The Fort Collins bank was the nation's 52d largest in servicing at midyear 1981, with $110.8 million. The Utah bank then ranked 132d, with $15 million in servicing.

First Interstate Real Estate was the nation's 141st largest mortgage company at midyear 1982, with $496 million in servicing.

The 23d-ranked First Interstate Bank of Washington NA, Seattle, acquired approximately $300,000 in servicing when it merged Fidelity Mutual Savings Bank of Spokane last March.

The 54th-ranked Commerce Union Bank of Nashville made its mortgage company subsidiary, Noel-Palmer Mortgage Co. Inc. of Nashville, a division of the bank.

Commerce Bank of Kansas City NA, ranked 98th, transferred servicing from its mortgage-company subsidiary, Commerce Mortgage Co. of Kansas City, to the bank.

F&M Marquette National Bank of Minneapolis acquired the $54 million portfolio of Farmers & Mechanics Savings Bank ofMinneapolis when it acquired the savings bank last February.

Other Survey Findings

In addition to the $24.46 billion in servicing for investors at midyear by the top 100 banks, these banks had $42.19 billion in mortgages that they either owned or held in their trust accounts, up 8% from a year earlier.

Total servicing by these banks — servicing for others plus servicing for themselves and their trust accounts — amounted to $64.86 billion, an increase of 4.4% from $62.13 billion for the top 100 on June 30, 1981.

The data for bank servicing for investors by the 100 largest banks exclude mortgages on which a bank services for itself or for any accounts in its trust department. Also excluded is servicing by mortgage-company subsidiaries of a bank.

Largest Banks in Servicing

The nation's largest servicer of mortgages for investors remained the $14.7 billion-deposit First Interstate Bank of California, Los Angeles. It serviced a total of $3.7 billion for others as of June 30, 1982, up 15.1% from $3.2 billion a year earlier.

It was again followed by the $95.7 billion-deposit Bank of America NT&SA of San Francisco. BofA serviced $1.6 billion, down 8.5% from $1.76 billion a year eariler.

The $267.4 million-deposit Union National Bank of Little Rock, Ark., moved up one place to third, with $793.1 million in servicing.

The $793.4 million-deposit Hibernia Bank of San Francisco dropped to fourth place, with $785.9 million in servicing. This was a decline of 18.1% from a year earlier when it ranked third.

The $24.2 billion-deposit Security Pacific National Bank of Los Angeles remained fifth, with $750 million in servicing.

Biggest Gains in Rank

Among the 100 largest servicers, 24 banks improved their rankings from the year before, compared with 37 that improved their positions in the previous year.

The largest gainer was Lincoln First Bank NA of Rochester, N.Y., which jumped 87 places to 56th. The gain was attributed to the bank's reporting consolidated figures which included loans at its regional offices in Binghamton, Jamestown, Syracuse, and White Plains, N.Y. Prior to this year, only data for the Rochester office were available.

It was followed by Georgia Railroad Bank & Trust Co., which rose 79 places 30th.

Equitable Bank NA of Baltimore was next, rising 41 places to 80th. It was followed by F&M Marquette National Bank, which moved up 41 places to 49th.

First National Bank of Louisville rose 34 places to 38th. Manufacturers National of Detroit moved up 12 places to 48th, and Colonial Bank of Waterbury, Conn., moved up nine places to 93d.

Old Stone Bank of Providence, R.I., rose eight places to 27th, and Peoples Bank & Trust of Anchorage, Alaska, rose seven places to 71st. ■

Mellon . . .

Continued from page 3

Mellon set aside $25.2 million into its provision for possible loan losses during the latest quarter, compared with $7.3 million in the year earlier period and $14.7 million during the second quarter of this year.

The reserve for possible loan losses stood at $166 million at Sept. 30, compared with $125 million a year earlier and $152 million at the end of the second quarter.

Profitability improved at Mellon, as both the returns on equity and assets improved over year-ago and second quarter results. The third-quarter return on assets was 0.80%, compared with 0.70% in the third quarter a year ago and 0.69% in the second quarter.

The return on average equity was 15.5% during the quarter, compared with 12.6% a year ago and 12.8% in the April-June period.

For the first nine months of 1982, Mellon reported earnings of $102.1 million, or $5.19 a share, a 16% increase over the $87.8 million, or $4.47 per share, earned during the same period last year.

Total assets at Mellon grew to $21.7 billion at Sept. 30, 1982, compared with $18.1 billion a year earlier. Deposits were $14.1 billion at the end of the third quarter, up from $12.3 billion on the same date a year ago. Total loans increased to $11.9 billion at the end of the quarter compared with $9.5 billion on the same date in 1981.

An NBD statement attributed the increase to a wider net interest margin as well as a $968 million increase in earning assets. NBD said its net interest margin widened to 2.75% from 2.56% during the third quarter.

In the second quarter of this year, NBD earned $18.8 million, or $1.53 per share.

The holding comany also boosted its loan loss provision to $7.7 million during the third quarter, compared with $5.7 million during the third quarter a year ago. For the first nine months of 1982, the provision has been $18.9 million, compared with $15.7 million during the same period of 1981.

Nonperforming loans more than tripled during the year, rising to $174.2 million at Sept. 30, from $48.1 million a year earlier and $101.8 million at yearend 1981.

Nine-month earnings before securities transaction at NBD, the parent of National Bank of Detroit, rose 5.2% over the same period a year ago to $56.2 million, or $4.59 per share, from $53.4 million, or $4.36 per share, during the same period last year.

Total assets at NBD rose 6.7% to $12.9 billion at Sept. 30 from $12.1 billion on the same date in 1981. Deposits rose slightly during the period to $9.0 billion from $8.8 billion, while loans increased 10.4% to $5.8 billion from $5.3 billion. ■

Markham . . .

Continued from page 3

bank to close in 1982.

Meanwhile, computer problems and "snags in record keeping" have delayed the FDIC's payoff of depositors until later this week. The insurance corporation had planned to begin paying off Tuesday Tri-State's approximately 7,300 depositors.

All deposits are either fully insured or backed with government securities, an FDIC spokesman said. None of the uninsured depositors, including some municipalities that held public accounts at Tri-State, are expected to lose any money because of the closing.

Tri-State was on the state regulators' problem list for about three years, a spokesman for Mr. Harris said. In June, state regulators warned the bank's directors that they would be removed unless corrective action was taken. Those actions included an infusion of capital and efforts to straighten out problem loans.

The United States Attorney's Office here refused to comment on one report that it is investigating the practices of Tri-State's three top directors, two of whom reportedly owned 85% of the bank's common stock. ■

Correction

An article in the Oct. 1 issue incorrectly stated that a provison was removed from the Depository Institutuions Amendments Act. A section that would extend the period of time banks have to divest themselves of real estate was included in the final version of the bill. ■

We are pleased to announce
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VOL. CXLVII NO. 225 Thursday, November 18, 1982 147th Year

Aid Mexico, Argentina, Banks Urged

By M.S. MENDELSOHN

NEW YORK — Representatives of 18 international banks have been officially urged to maintain and, if possible, increase their lending to Mexico and Argentina to help tide the two countries over their present difficulties.

This appeal to banks was made at an unprecedented private meeting called on short notice Tuesday by the International Monetary Fund and held at the New York Federal Reserve Bank. Jacques de Larosiere, managing director of the fund, presided at the meeting attended by a number of his staff. Also present was Anthony Solomon, president of the New York Fed.

The American, European, and Japanese bankers present were told that unless the commercial banking system's lending to the two countries was kept up, the countries might be unable to meet the conditions of the International Monetary Fund credits in the process of being approved for them. Failure to meet the fund's conditions would lead to interruptions of fund disbursements to the two countries which, in a vicious downward spiral, would further diminish their credit standing in the markets and their ability to meet their international obligations.

"Mr. de Larosiere was preaching to the converted," said the chairman of one of the leading banks present. "But the meeting helps big banks like ours

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Questions on New Account Flood Regulators

Banks, Thrifts Keep Plans Under Wraps

By ALICE ARVAN and RICHARD RINGER

Banks and thrifts are beginning to announce plans for the new money market account, but most are holding back on the specifics of their pricing strategies.

Some are willing to say how often they will change interest rates. So far, daily, weekly, and monthly rate-change formulas have been announced.

Most institutions seem to be planning to base their rates on yields of comparable money market instruments. But they aren't disclosing exactly how much above or below those yields their rates will be.

One bank that has revealed its pricing

➤➤ Account: Page 14

Agencies, Trade Groups Swamped with Calls

By LISA J. Mc CUE and JAY ROSENSTEIN

Telephones in Washington have been ringing continuously at government agencies and industry trade associations since Monday. Hundreds of calls are coming from bank and thrift officials who have all kinds of questions about the new money market account.

Most of the queries are about telephone transfer capabilities, whether corporations can open the new accounts, designs for the new product, policing accounts to make sure no more than six authorized transactions per month are made on each account, and setting and enforcing penalties on depositors who exceed the legal limit of authorized transactions.

The new account, which depository institutions may begin to offer on Dec. 14, was authorized by the Depository Institutions Act of 1982 signed into law in October. The guidelines for the account are being set by the Depository Institutions Deregulation Committee, which consists of the chairmen of the Federal Reserve Board, the Federal Home Loan Bank Board, the Federal Deposit Insurance Corp., and the National Credit Union Administration, the secretary of the Treasury, and the comptroller of the currency.

Interviews with government officials and staff at the American Bankers Association show that the industry is asking numerous questions regarding limits on the frequency of telephone transfers that can be made from the

➤➤ DIDC: Page 16

Large Trust Departments Show Balanced Funds Work

Practice of Separating Stocks and Bonds Wanes as Combined Units Trounce S&P 500

By DAVID O. TYSON

NEW YORK — Is there a future for the balanced fund?

Some trust bankers believe there is, that the trend toward breaking up such funds into their bond and stock components may be reversed as banks search for retail investment management products.

Well-managed balanced funds at some large trust departments demonstrate that the approach works. The Telstat Index of balanced funds shows they had an average performance in the 12 months through the third quarter of 21.9%, more than twice the 10.0% total return of Standard & Poor's 500 common stocks.

Performance Tables, Pages 10 and 11

The best performing of all in the quarterly survey of Telstat Systems Inc. and American Banker was the $170 million Income Fund at Provident National Bank, Philadelphia. It produced a 27.6% total return in 12 months for beneficiaries of the 3,199 personal trust accounts that use it.

Close behind with a 27.4% total return for the 12 months is the $10 million Bank of California balanced fund.

"It's appropriate particularly for smaller accounts that would normally be balanced somewhat between fixed income and equity type investments," says James P. Brisbois, the Bank of California vice president who manages it.

For the five years through September, the $275 million Citibank

➤➤ Balanced: Page 8

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Indianapolis: This Year's All-America City

A series of innovative and inspired projects were the basis for Indianapolis achieving 1982 All-America City honors. This honor is awarded by The National Municipal League. The projects included a successful inner-city housing rehabilitation program, a downtown revitalization plan implemented by the Regional Center Planning Committee and PRIDE, the Peaceful Response to Indianapolis Desegregation of Education. American Fletcher, Indiana's largest bank, is proud to do business in this positive environment.

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Fireman's Fund Names Cutler CEO

NEW YORK — Edwin F. Cutler has been elected chairman and chief executive officer of Fireman's Fund Insurance Co., and as chairman, president, and chief executive officer of the holding company for insurance operations, Fireman's Fund/American Express Inc.

Mr. Cutler has been serving as vice chairman and chief administration of Fireman's Fund, San Francisco, a wholly owned subsidiary of American Express Co., New York.

Myron DuBain is retiring as chairman, president, and CEO of Fireman's Fund and as vice chairman of American Express, effective Dec. 31.

Mr. DuBain, who has been with Fireman's Fund for more than 36 years, has held his current post since February 1974. He will continue as a director of Fireman's Fund.

In addition, James J. Meenaghan was elected president and chief operating officer of Fireman's Fund Insurance, vice chairman of Fireman's Fund/American Express Inc., and a director of both. Mr. Meenaghan has been president of U.S. property liability operations.

O.D. Oliphant continues as vice chairman of the holding company and of Fireman's Fund Insurance, responsible for international, reinsurance, and Canadian operations.

Messrs. Meenaghan and Oliphant will report to Mr. Cutler. ■

Mellon . . .

Continued from page 2

Although Mellon reportedly does not yet have hard figures in terms of future hiring, J. David Barnes, chairman and chief executive officer of Mellon Bank, described the planned purchase as "consistent with the past growth dynamics of Mellon Bank and our expected expansion. This agreement between two of Pittsburgh's major corporations is constructive to the Pittsburgh business community generally. Establishing One Mellon Bank Center in the Golden Triangle demonstrates and reinforces our dedication to this area and our desire to maintain the historic relationship which Mellon Bank and Pittsburgh have enjoyed over the years."

According to a spokesman, "It's premature to discuss price. The deal has not been completed, nor has the building." ■

Irving . . .

Continued from page 3

trend will continue. Since it was introduced last May by Chase Manhattan Corp., nine banks have done 12 issues totaling $1.68 billion of the floating rate preferred. That is more than all the public issues of common stocks by banks over the last decade, according to Merrill Lynch statistics.

An Irving statement said that neither transaction is contingent upon the other, but both are expected to be offered at about the same time.

The issue will be underwritten by a group managed by Merrill Lynch White Weld Capital Markets Group and Salomon Brothers Inc. ■

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1982 Holiday Savings Funds

Club Pay-outs Compared with 1981 Totals

To provide comparative published data on holiday savings funds, reports of 1982 pay-out totals will be printed as received, with comparable 1981 figures where made available.

	Distribution 1982 $	Distribution 1981 $	Number of Accounts 1982	Number of Accounts 1981	Major types of Account Offered(a) 1982	Major types of Account Offered(a) 1981	Most Common Payment Schedule(b) 1982	Most Common Payment Schedule(b) 1981
Chase Manhattan Bank NA, New York	12,163,013	8,796,515	21,036	17,432	E	E	M	M
National Community Bank of New Jersey, Rutherford	10,416,291	8,305,757	32,207	28,720	C	C	W	W
Key Bank NA, Albany, N.Y.	9,243,734	7,729,947	29,251	23,955	C	C	W	W
American National Bank, Morristown, N.J.	8,300,000	8,830,000	35,144	45,525	P	P	F	F
Germantown Savings Bank, Bala-Cynwyd, Pa.	6,325,424	6,241,724	18,339	19,725	C	C	W	W
Citizens National Bank, Evansville, Ind.	5,291,719	4,867,867	8,274	8,634	E	E	W	W
Marine Bank, Erie, Pa.	4,844,303	2,256,455	18,142	9,986	C	C	W	W
Manhattan Savings Bank, New York	4,446,787	4,263,089	15,813	15,463	P	P	W	W
National City Bank, Cleveland	4,068,362	4,155,545	13,123	16,447	C	C	B	B
Dollar Savings & Trust Co., Youngstown, Ohio	3,107,560	3,260,655	9,651	10,599	C	C	F	F
Delaware Trust Co., Wilmington	3,012,615	2,923,762	8,563	8,537	C	C	W	W
Home & City Savings Bank, Albany, N.Y.	2,887,899	2,837,617	11,910	15,094	P	P	W	W
United States National Bank of Oregon, Portland	2,831,385	2,855,221	9,656	9,998	C	C	B	B
Midlantic National Bank/Citizens, Englewood, N.J.	2,741,000	2,819,000	7,455	8,670	C	C	W	W
Chemung Canal Trust Co., Elmira, N.Y.	2,587,194	1,909,280	9,677	9,320	C	C	W	W
Easton National Bank & Trust Co., Pa.	2,353,031	2,315,511	7,437	7,852	C	C	W	W
Guaranty Bank & Trust Co., Lafayette, La.	2,300,325	2,038,286	6,646	6,284	C	C	W	W
New Bedford Institution for Savings, Mass.	2,134,527	1,975,271	7,018	7,169	P	P	F	F
Liberty National Bank & Trust Co., Louisville, Ky.	2,003,820	2,070,205	8,253	8,983	C	C	W	W
First National Bank of Kenosha, Wis.	1,832,190	1,757,897	7,680	7,559	C	C	W	W
First National Bank of Columbus, Ga.	1,690,175	1,557,845	5,615	5,539	C	C	W	W
Union Savings Bank of L.I., Patchague, N.Y.	1,661,158	1,296,856	6,273	5,293	C	C	W	W
Hancock Bank, Gulfport, Miss.	1,574,917	1,581,791	6,221	7,356	C	C	W	W
Harter Bank & Trust Co., Canton, Ohio	1,564,509	1,930,487	5,679	8,991	C	C	W	W
Essexbank, Peabody, Mass.	1,535,091	1,605,276	4,587	5,312	C	C	W	W
Riggs National Bank, Washington, D.C.	1,493,318	1,506,273	5,165	5,180	C	C	B	B
Casco Bank & Trust Co., Portland, Me.	1,376,714	1,453,873	4,542	5,251	C	C	W	W
Pacesetter Bk & Tr Co.-West, Grand Haven, Mich.	1,367,964	1,295,878	3,934	4,249	C	C	W	W
Bloomfield Savings Bank, N.J.	1,354,400	1,353,400	5,476	5,716	C	C	W	W
Auburn Savings Bank, N.Y.	1,302,782	1,108,084	4,853	4,123	C	C	W	W
New Britain National Bank, Conn.	1,259,102	943,321	3,912	3,441	C	C	W	W
National Bank of Boyertown, Pa.	1,249,662	1,367,480	4,146	5,177	C	C	B	B
Liberty Bank, Honolulu	1,243,987	1,353,071	4,175	5,251	P	P	F	F
Centerre Bank NA, St. Louis	1,223,932	1,360,048	2,436	4,072	P	P	B	B
Berkshire Bank & Trust Co., Pittsfield, Mass.	1,072,537	967,761	3,025	3,168	C	C	W	W
Merchants National Bank, Muncie, Ind.	1,037,526	1,170,862	5,396	6,797	C	C	W	W
Mechanics Bank, Worcester, Mass.	1,008,241	959,370	2,334	2,658	C	C	W	W
Savannah Bank & Trust Co., Ga.	974,650	914,014	5,174	5,264	C	C	W	W
Citibank (New York State) NA, Buffalo	956,410	955,146	3,267	3,645	C	C	W	W
Springfield Marine Bank, Ill.	953,640	1,000,550	3,245	3,853	C	C	F	F
Farmers & Mechanics Svgs Bk, Middletown, Conn.	885,958	981,964	3,835	5,332	P	C	W	W
Washington Savings Bank, Hoboken, N.J.	845,788	858,504	1,882	1,909	P	P	W	W
Union County Savings Bank, Elizabeth, N.J.	830,496	815,201	2,518	2,553	C	C	W	W
Chicago City Bank & Trust Co.	423,234	461,414	4,259	3,275	C	C	B	B
Lincoln Mutual Savings Bank, Spokane, Wash.	403,000	461,000	1,328	1,673	P	P	W	W
Peoples Savings Bank, Holyoke, Mass.	389,737	322,189	2,938	2,888	P	P	W	W
First Bank & Trust Co., Ashland, Ky.	176,276	210,659	703	911	C	C	W	W
Savings Bank of Danbury, Conn.	168,653	165,697	535	476	C	C	W	W
Home Savings Bank, Boston	153,260	146,888	1,054	1,174	P	P	F	F
Litchfield Savings Bank, Conn.	133,356	136,291	532	574	C	C	W	W

(a)-Major Account type: C—Coupon Book; P—Passbook; S—Statement Account; E—Electronic Funds Transfer
(b)-Payment Schedule: W—Weekly; B—Bi-weekly; M—Monthly; F—Flexible
(N.A.)-Not Available.

Rates Decline on New Mortgages

WASHINGTON — New mortgage loans by major lenders in early October carried lower rates than they have since May 1981. And the cost of funds to associations insured by the Federal Savings and Loan Insurance Corp. was down to its lowest level in almost three years, according to Federal Home Loan Bank Board data.

The two Bank Board indices that showed these results are used by S&Ls with federal charters to determine pricing on adjustable rate mortgages.

The FHLBB tracks, first, the average mortgage contract interest rate on conventional mortgage loans closed by all major lenders for purchasing occupied single-family homes every month, and second, the national average cost of funds for associations insured by the Federal Savings and Loan Insurance Corp. every six months.

The average contract interest rate for the index during early October was 14.37%. This rate is a weighted average of interest rates reported for loan transactions during the first five working days of the index by a sample of major mortgage lenders. It reflects the rate on new transactions, not on outstanding loans.

A new final average covering early November will be announced on or about Dec. 13.

The national average cost of funds for the six months ended June 30 was 11.49%. This was down four basis points from 11.53% in the six months ended last December and the first decline in almost three years. The cost of funds increased steadily from 6.79% in the last half of 1978 to the recent high of 11.53.

This index reflects the rate on all funds, instead of new funds. The cost of funds is defined by the Bank Board as interest or dividends paid or accrued on deposits, on FHLB advances and on other borrowed money as a percentage of average deposits and borrowings.

A new average cost of funds covering the six months ending Dec. 30 will be announced in late March 1983. ■

US Trust International Names Walsh Exec VP

NEW YORK — Kenneth G. Walsh has been appointed executive vice president of United States Trust Co. International Corp., a subsidiary of U.S. Trust Corp.

Appointed also at the subsidiary were Perry W. Skjelbred as senior vice president and chief financial officer and Martin H. Chanzit as assistant vice president. ■

Los Angeles S&L Sells Mortgage Securities

LOS ANGELES — Coast Federal Savings & Loan Association here has announced the sale of securities backed by $250 million of mortgages to the California State Retirement Fund. The California mortgages had been in Coast Federal's $4 billion portfolio.

Sale of the package of mortgage securities, which was arranged by Coast Federal and two national secondary market agencies, is believed to be the largest single sale to a state pension fund ever to be completed, Coast Federal said. ■

Zdanow Named an EVP At C.I.T Financial

NEW YORK — Nikita Zdanow has been named executive vice president-general manager of corporate finance for C.I.T. Financial Corp.

Mr. Zdanow began his career with C.I.T. in the accounting department. After a series of increasingly responsible positions, in 1967 he was transferred to the unit working on special assignments in industrial financing and leasing. He was promoted to assistant vice president in 1971 and vice president in 1973.

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American Banker

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VOL. CXLVII NO. 226 | Friday, November 19, 1982 | 147th Year

Fed Approves Sharp Increase In Clearing Fees

By LISA J. Mc CUE

WASHINGTON — The Federal Reserve Board adopted a new fee schedule for automated clearing house services that is supposed to recover 40% of the cost of the Fed's service. The new fees are almost two and one-half times higher than last year's rates.

The agency is required under 1980 Monetary Control Act to price services over time at levels that would fully recover the cost of providing them. According to a document, the Fed intends to have its prices equal to its costs by 1985.

The agency's Board members and staff are hopeful that large increases — such as the dramatic one adopted Thursday — will not be necessary in future years, according to staff.

If the volume of business done by the Fed's clearing house system increases enough, the rate schedule could decline

➤➤ Fed: Page 12

Chase Leads in US Correspondent Funds; Foreigners Put $11.4 Billion in Banks Here

By L. MICHAEL CACACE

NEW YORK — Chase Manhattan Bank NA surpassed Manufacturers Hanover Trust Co. as the bank having the largest amount of domestic correspondent deposits at midyear.

The American Banker's annual correspondent survey published today shows Chase with $842 million in such deposits.

Manufacturers Hanover, which had ranked number one since 1978 and was first in seven of the previous eight years, dropped to third position with $810 million in these deposits. First National Bank of Chicago jumped up eight places to rank second, with $814 million in these deposits on June 30.

Domestic correspondent balances are the sum of demand deposits due mutual saings banks and other U.S. commercial banks, including the foreign branches of these banks. Data for the tabulation are derived from banks' report of condition, or call reports, for the bank and its domestic branches. Only domestic commercial banks are surveyed.

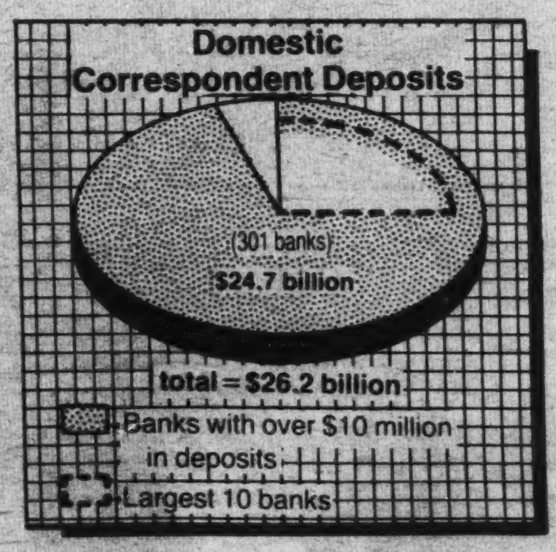
An important finding of the survey is that domestic correspondent balances are much lower than previous survey data indicated, and for the first time this year, American Banker has a better measure of the size of these balances in aggregate and for each bank.

For example, there were 301 commercial banks with $10 million or more in domestic correspondent balances on June 30. And these balances totaled $24.6 billion, down 44% from $43.9 billion a year earlier. (The 1981 total has been restated to conform to the new definition of domestic correspondent balances adopted this year.)

Same-Day Settlement

The major reason for the improvement in the data and for the sharp drop in those deposits was the movement, on Oct. 1, 1981, to same-day settlement by the Clearing House Interbank Payments System, or CHIPS. Prior to Oct. 1, settlement of uncollected funds was

➤➤ Domestic: Page 2



NEW YORK — Foreign banks placed $11.4 billion in deposits with United States banks for correspondent services.

This year's figures are the most accurate gauge ever of the level of correspondent balances due foreign banks because of the removal of several distortions that formerly appeared in the data.

Foreign correspondent balances are the sum of demand deposits due foreign governments and official institutions, demand deposits due the U.S. branches and agencies of foreign banks, and demand deposits due banks in foreign countries. These deposits in the bank and its domestic subsidiaries plus its U.S. Edge Act banking offices are included.

The major reason for the significant improvement in the data is that on Oct. 1, 1981, the Clearing House Interbank Payments System, or CHIPS, changed

➤➤ Foreign: Page 2

'Money Market' Pitches Vary on Coast

By GEOFF BROUILLETTE

SAN FRANCISCO — Major California financial institutions — some of which have been advertising and even signing up customers for the new money market accounts in the past three weeks — have been taking significantly different approaches in their pre-Dec. 14 marketing strategies.

Some, including the state's two largest banks, have simply been advertising heavily to keep customers from moving to competitors. Several have been aggressively promoting repurchase-agreement "bridge" accounts, which will automatically be converted into the new account on Dec. 14.

With but one exception, none are willing to reveal an exact formula for the interest to be paid on the accounts when they become available.

The one exception is Home Federal Savings and Loan Association, San Diego, which has taken out full-page two-color ads in major Southern

➤➤ California: Page 13

INSIDE

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Brokered funds at the failed Penn Square Bank rose from less than $20 million in Jan. 1982 to more than $282 million just before the bank was declared insolvent.....3

FASB Acts on Interest Futures
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Painless Asset-Liability Plan
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USLSA Impresses Rival Lobbies
The President's odyssey to New Orleans to address the U.S. League of Savings Associations proves what many bank lobbies long suspected: The S&Ls have the pipeline to this White House: WASHINGTON BANK NOTES....4

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Correspondent Banking Annual

Recent changes in Fed pricing, new services, and problem upscale loans have all rocked correspondent banking's "gentlemanly tradition." Competition has turned what once was a white-glove part of banking into a cutthroat race for new business and services.....17

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Chase Passes Hanover in Domestic Correspondent Deposits

Continued from page 1

not made until the next day. (For more details on CHIPS, see the story on foreign correspondent balances which begins on page 1.)

The effect of the change was to reduce the size of float in "demand deposits due U.S. banks." Current deposit data show that CHIPS float had been significantly higher than was previously estimated.

Prior to Oct. 1, 1981, estimates of the inflation of these deposits due to float had ranged from a low of 40% to a high of 60%. However, for the top seven New York clearing house banks, domestic correspondent balances, as a group, fell 78% to $4 billion at midyear from $18 billion on June 30, 1981. These banks — which are settling participants in CHIPS — are Chase, Manufacturers Hanover, Morgan Guaranty Trust Co., Chemical Bank, Citibank NA, Bankers Trust Co., and Irving Trust Co.

Chase, which had $4.7 billion in domestic correspondent balances on June 30, 1981, had an 82% drop to $842 million. It ranked second, based on the American Banker's new definition of these deposits. Manufacturers Hanover, which was the top bank in these deposits at midyear 1981 with $5.4 billion, had a drop of 85%.

The banks of the New York (Second) Federal Reserve District accounted for 88%, or $16.9 billion, of the $19.3 billion drop in deposits posted by the 301 banks in the survey.

Definitional Change and Its Effect

The American Banker eliminated another major distortion in domestic correspondent balances this year when it redefined them to exclude the "demand deposits due U.S. branches and agencies of foreign banks," which were transferred to correspondent balances due foreign banks.

The new definition of domestic correspondent balances consists of the following demand deposit items from the deposit schedule of the federal regulatory agencies' Report of Condition, or call report: deposits due mutual savings banks; deposits due other U.S. banks; and deposits due the foreign branches of other U.S. banks.

Prior to Dec. 31, 1978, "deposits due U.S. branches and agencies of foreign banks" were not broken out separately but were included in "deposits due U.S. banks."

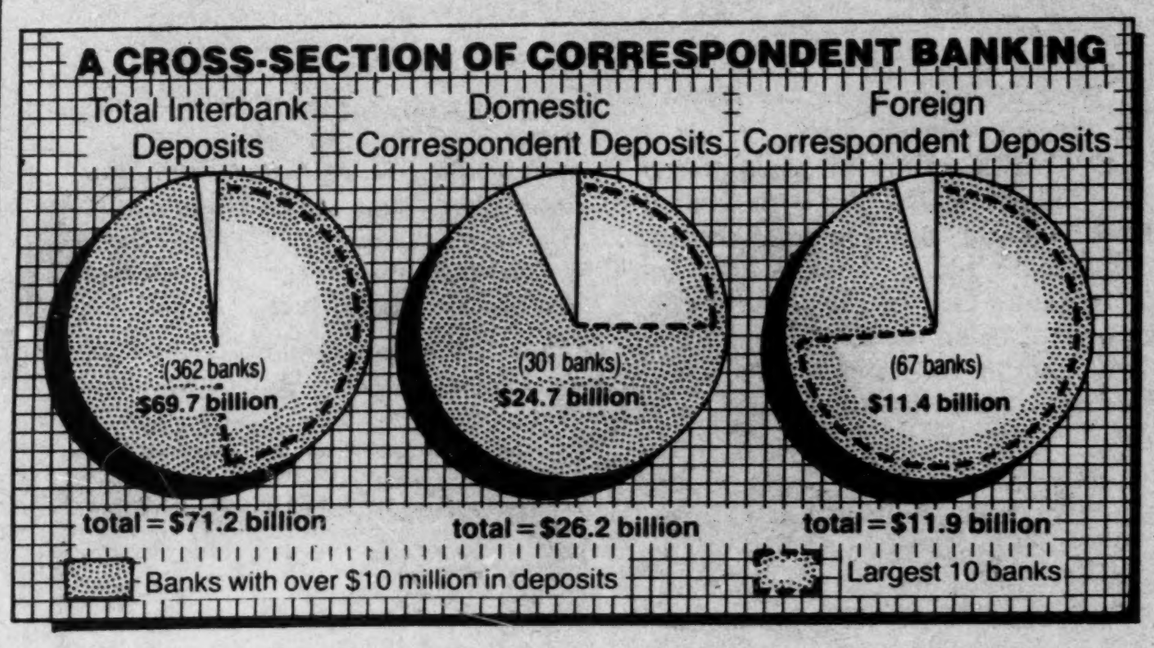
The elimination of the branch and agency deposits reduces domestic correspondent balances approximately 26% for New York banks and approximately 1% for banks outside New York.

The American Banker was able to measure the impact of the change in definition by restating the June 30, 1981, domestic correspondent balances for all banks with $10 million or more in such deposits on that date and then comparing these restated balances to the balances based on the old definition.

The table on page 13A, entitled "How Bankers' Balances Compare," shows these two sets of data for June 30, 1981, by Federal Reserve District.

For example, New York banks are in the Second District. On June 30, 1981, their domestic correspondent balances based on the new definition totaled $21.8 billion. This compares with $29.5 billion based on the old definition.

Thus, Second District balances were reduced 26.1% because of the changes in definition. Subtracting the New York Reserve District from the totals for all districts shows $22.1 billion in correspondent balances for all banks outside New York based on the new definition. This compares with $22.3 billion based on the old definition.



Similarly, by using the table on page 13A, one finds that, based on the new definitions, correspondent balances fell 77.44% in New York from June 30, 1981, to June 30, 1982. While for the banks outside New York, deposits fell only 10.9%, from $22.1 billion to $19.7 billion.

In summary, the movement to same-day settlement by CHIPS and the redefinition of domestic correspondent balances by the American Banker have removed two major distortions from the domestic correspondent banking data.

The New York clearing house banks and other banks in the Second District were the most affected. The removal of these distortions now enables us to measure more accurately domestic correspondent balances.

One Problem Remains

However, one problem still remains. The American Banker looks at the top correspondent banks at one moment in time — June 30, 1982 — and compares them to another moment in time — June 30, 1981. There may be sizable movements in these deposits from day to day, and average deposits would be the best measure of these balances.

For example, on Sept. 30, 1982, First National Bank of Chicago was the top bank in domestic correspondent balances, with $968.5 million. It was followed by Manufacturers Hanover, with $933.1 million. And Chase had $871.1 million in these deposits on that date, to rank third.

Trend Should Be Downward

Interviews with most of the nation's top correspondent banks indicate that there has been a substantial movement to "much more rational pricing" in the form of fees and at the expense of correspondent balances. Therefore, other things being equal, the trend in correspondent balances should be downward in the years to come.

Reinforcing this trend, the bankers say, has been the combination of high interest rates and advances in technology. High rates have caused respondents to attempt to minimize their balances at their correspondent banks. And advanced technology enables them to do so.

It also appears that bankers are viewing the correspondent banking market globally, rather than as two separate and segmented markets. As a result, the American Banker has developed a new table which lists the top 50 banks in correspondent balances due all banks, both domestic and foreign. This table

➤➤ Domestic: Page 7

Foreign Correspondent Balances in US Banks at $11.4 Billion

Continued from page 1

its settlement of transactions between banks to a same-day basis from a next-day basis.

In addition, improvement in the measure of foreign correspondent balances was made when the American Banker redefined these balances this year to include "demand deposits due U.S. branches and agencies of the foreign banks." Previously, these deposits had been included in domestic correspondent balances.

Also, the American Banker includes for the first time the correspondent balances of banks that are held in their Edge banking offices. For banks outside New York, these balances are significant.

The effect of same-day settlement is to reduce the size of float in the "demand deposits due U.S. banks" category of deposits, which has two components: "demand deposits due other U.S. banks" and "demand deposits due the U.S. branches and agencies of foreign banks." (Domestic correspondent balances were also affected. For details see the accompanying story.)

At midyear, there were 99 active participants in CHIPS. Of the 99, 20 are settling participants. These 20 include the 12 New York City clearing house banks, five commercial banks outside New York, and three Edge Act corporations engaged in banking. Basically, CHIPS electronically transfers funds between participants for foreign customers. The bulk of the huge foreign trade, foreign exchange, and Eurodollar transactions is cleared through CHIPS. Prior to Oct. 1, settlement of uncollected funds was not made until the next day.

To measure the impact of the movement to same-day settlement by CHIPS on the data, the American Banker restated the June 30, 1981, data to conform to the new definition. It found that these balances plunged 54% from $24.5 billion at midyear 1981 to $11.4 billion on June 30, 1982, for the 67 banks with $10 million or more in the deposits on June 30.

The balances of the New York clearing house banks and Edge Act banking offices were most affected by the change in CHIPS settlement.

The major reason for the significant improvement in the data is that on Oct. 1, 1981, the Clearing House Interbank Payments System, or CHIPS, changed its settlement of transactions between banks to a same-day basis from a next-day basis.

Deposits Off 88%

For example, eight of the 10 largest banks in foreign correspondent balances are New York clearing house banks; and as a group, their demand deposits due U.S. branches and agencies of foreign banks fell 88% from $7.6 billion to $914 million. These eight banks accounted for 51% of the total decline.

Also, of the 67 banks with $10 million or more in foreign correspondent balances, 41 had Edge Act banking subsidiaries. As a group, foreign correspondent balances in these Edge subsidiaries dropped 67% from $4.6 billion at midyear 1981 to $1.5 billion on June 30, 1982. Thus, the Edges accounted for 24% of the decline in foreign correpondent balances over the year ending June 30, and the Edges and the eight New York banks combined accounted for 75% of the decline.

The listing of the top banks in correspondent balances due foreign banks appears on page 10A. On page 12A, a list of 41 banks with Edge banking subsidiaries appears, along with the names of the Edges and the amount of correspondent balances in the Edges.

Manufacturers Hanover Trust Co., New York, supplanted Morgan Guaranty Trust Co., New York, as the largest commercial bank in the nation in correspondent balances due foreign banks on June 30, 1982, with $1.22 billion, down 56% from $2.77 billion a year earlier when it ranked third.

Morgan dropped from first to sixth place, with $874 million, down 78% from $3.97 billion a year earlier.

Bankers Trust Co., New York, jumped up to third place with $1.18 billion in these deposits, compared with $1.58 billion a year earlier when it ranked seventh.

The next four banks are all headquartered in New York. Chase Manhattan Bank NA was fourth with $1.12 billion; Irving Trust Co. was fifth with $890 million; Morgan was sixth; and Chemical Bank was seventh with $846 million.

Bank of America NT&SA, San Francisco, was eighth with $526 million in these deposits. According to the table on page 12A, its Edge, BankAmerica International, San Francisco, is the largest Edge in correspondent balances with $366 million, or almost 70% of the bank's total.

Wells Fargo Bank NA, San Francisco, was ninth with $378 million, with almost 85% of that total, or $318 million, located in its Edge subsidiary, Wells Fargo Bank International, San Francisco.

Marine Midland Bank NA, Buffalo, N.Y., was 10th with $281 million, compared with $290 million a year earlier when it ranked 12th.

As mentioned above, correspondent balances due foreign banks has been

➤➤ Foreign: Page 11

Domestic . . .

Continued from page 2

appears on page 13A.

Based on this new measure of correspondent banking, on June 30, 1982, Manufacturers Hanover was the top correspondent bank with $2.03 billion.

It was followed by Chase with $1.97 billion, Citibank with $1.69 billion, and Morgan with $1.66 billion.

Other Survey Findings, New Features

• The largest bank in total interbank deposits — which are demand, time, and savings deposits due all banks — was the Bank of AmericaPNT&SA, San Francisco. It had $5.7 billion in these deposits.

• There were 362 banks with $10 million or more in total interbank deposits, and these deposits totaled $69.7 billion, or 97.9% of all interbank deposits held by all large and medium-size banks in the nation at midyear.

• This year, the correspondent banking tables are presented in a special 16-page insert, pages 1A-16A.

• A special "Guide to the Statistical Listings" appears on page 22. It describes the contents of each of the tables.

• There are nine tables, and three of these tables are new.

• Two of the new tables show the foreign correspondent banking balances in the Edge Act subsidiaries, while the third lists the top 50 banks in correspondent balances due all banks. ■

City Savings Bancshares

ATLANTA — The Federal Reserve Bank of Atlanta has approved the application of City Savings Bancshares Inc., DeRidder, La., to become a bank holding company by acquiring City Savings Bank & Trust Co., DeRidder. ■

Memory Bank

1. The American Bankers Association, as part of its drive for repeal of the law requiring withholding of taxes on interest and dividends, has set a short-term goal for the present. What is it?

2. The Justice Department's suit against Whitney National Bank in New Orleans on charges of sex and racial bias constituted a first. In what way?

3. The Federal Reserve Board, for financial reasons, rejected a bid by Central Bancorp. of Cincinnati to take over Union Commerce Corp. of Cleveland. If it is an "ill wind that blows nobody good," who appears to have benefited?

4. Former savings and loan executives at failed institutions were given something to think about by the Federal Home Loan Bank Board. What was it?

Answers

1. A six-month postponement of the Jan. 1 startup date for the withholding of taxes from pension and employee benefits. Nov. 15, 3:1.

2. It is the first Justice suit against a commercial bank charging violation of a 1965 Executive Order forbidding discrimination by any firm doing business with the federal government. Nov. 15, 1:3.

3. The denial clears the way for a Union Commerce acquisition by Huntington Bancshares of Columbus. Nov. 15, 1:1.

4. The Bank Board is preparing suits against individuals who will be charged with having either caused or benefited from the demise of the institution. Nov. 15, 3:3.

Credit . . .

Continued from page 3

including a study of the feasibility of consolidation of the insurance agencies.

Mr. Callahan said he was opposed to this, too, because consolidation would mean "dual regulation" of credit unions. He recalled that years ago when credit unions were insured by the FDIC, the bank agency "misunderstood" credit unions "and would likely misunderstand them again."

"Credit unions do not like" the idea of insurance-agency consolidation, he said, and if the NCUA insurance study confirms this, "Congress should be told loud and clear."

The NCUA chairman said "risk rating" for insurance "needs a lot of dialogue," telling the meeting that credit unon insurance "isn't automobile insurance," where the premium necessarily increases with risk. Risk-rating plans would charge institutions more for deposit insurance if their assets were deemed more risky.

"I really don't know how (FSLIC) is going to do it" he said referring to a risk-rating idea in that agency.

NCUA board member Elizabeth F. Burkhart told the meeting that the two mandated studies revealed "loud and clear" that much credit union legislation doesn't come from credit unions.

Mrs. Burkhart abstained from a vote of the three-member board approving a reducton in 1983 fee assesments by 10% for credit unions up to $100 million in assets. She said she favored a larger cut for credit unions under $2 million in assets.

The board also took action to allow federal credit unions the option of increasing the par value of their shares above the current $5 limit, and making credit committees optional, and of designating whatever titles they choose for credit union officers. ■

Equitable Plans Preferred Issue

BALTIMORE — Equitable Bancorp. here plans to redeem all of its 17½% debentures with the proceeds of an adjustable rate cumulative preferred stock issue.

The firm has called for the redemption of all of its outstanding 17½% debentures due July 1, 2002. Equitable said all interest will cease to accrue on the notes on the redemption date, Dec. 17.

Equitable has also filed with the Securities and Exchange Commission for an issue of 500,000 shares of the adjustable rate cumulative preferred stock. The stock will have a liquidation preference of $50 a share and will be offered through underwriters managed by Bear Stearns & Co. ■

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22.

Foreign . . .

Continued from page 2

redefined and broadened by the American Banker to include the following demand deposit items for the bank, its domestic subsidiaries, and its Edge banking offices in the U.S.: deposits due foreign governments and official institutions; deposits due the U.S. branches and agencies of foreign banks; and deposits due other banks in foreign countries. Data for the bank and its domestic subsidiaries are taken from Schedule F — Deposits, of the Report of Condition, or call report, submitted by banks to the federal regulatory agencies. Edge data were provided to the American Banker by the Federal Reserve Board and are based on te Edge's Report of Condition, Schedule C — Deposits.

Under the American Banker's old definition used prior to this year, only deposits due other banks in foreign countries and deposits due the foreign branches of U.S. banks from the domestic call report, excluding Edges, were used. Therefore, the major changes are the inclusion of Edge subsidiaries and two new deposit items.

The rationale for the inclusion of the Edge subsidiaries is that, in the case of banks headquartered outside New York with New York Edge offices, the exclusion of Edge balances understates their correspondent balances, because a sizable portion of their banking activity for foreign respondents is routed through their New York Edges.

70% in US Edges

For example, as mentioned above, the table on page 12A shows that almost 70% of Bank of America's correspondent balances due foreign banks are located in their U.S. Edge banking offices. Similarly, 84% of Wells Fargo's foreign correspondent balances are located in its Edge; 46% of Security Pacific National Bank, Los Angeles, foreign correspondent balances are in its Edge offices; 62% for Continental Illinois National Bank & Trust Co., Chicago; and 30% for First National Bank of Chicago.

Edge balances were not included previously because their data were not made available to the public until 1980. With the help of the Federal Reserve Baord, the American Banker was able to extract the correspondent balances for all Edge banking offices in the U.S.

The Federal Reserve data are combined (not consolidated) data for the Edge and all its U.S. offices. For example, in the case of Bank of America, the $366 million in correspondent balances is the sum of these balances in the Edge's head office in San Francisco plus the Edge's branch offices in Chicago, Miami, New York, Houston, Seattle, Minneapolis, Cleveland, Dallas, Boston, Atlanta, and St. Louis.

The rationale for inclusion of deposits due foreign governments and official institutions is that the bulk of these deposits are placed by institutions for other institutions conducting a commercial banking business and receiving correspondent services.

Similarly, deposits due the U.S. branches and agencies of foreign banks are related to foreign correspondent banking. Unfortunately, these deposits were not broken out separately on the call report until Dec. 31, 1978. Prior to that date, these deposits were included in "deposits due other U.S. commercial banks."

Other Findings

The $11.4 billion in correspondent balances due foreign banks was equivalent to $95.7% of the $11.9 billion in these deposits held by all large and medium sized banks in the nation plus all 177 U.S. Edge banking offices. This ratio was 96.8% a year earlier.

Of the $11.4 billion in these balances, $1.5 billion, or 13.2%, were held by the Edge banking offices of the 41 banks with such offices. The $1.5 billion was equivalent to 95.5% of the $1.57 billion in these deposits held by all U.S. banking offices at midyear. At midyear 1981, Edge offices accounted for 18.8%, or $4.6 billion, of the $24.5 billion in foreign correspondent balances of the 67 banks in the listing. The $4.6 billion was equivalent to 97.5% of the $4.72 billion held by all 119 U.S. Edge banking offices.

Gains in Rank

Twenty-four banks in the tabulation posted gains in rank from the previous year.

The largest advance was made by First City National Bank, Houston, which rose 22 places to 28th.

Southeast Bank NA, Miami, was next advancing 14 places to 27th, and Bank Leumi Trust Co., New York, rose 13 places to 24th.

American Security Bank NA, Washington, D.C., was up 10 places to 33d, and Brown Brothers Harriman & Co., New York, moved up eight places to 20th. — L. Michael Cacace

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Baer American Names Bodner

NEW YORK — David E. Bodner, 48, has been named president-designate of Baer American Banking Corp., the United States banking arm of Bank Julius Baer & Co. Ltd. in Zurich.

Mr. Bodner, who will assume his post early next year, will succeed Ferdinard Koch, who is returning to Switzerland.

George F. Geigy continues as chairman of Baer American Banking Corp.

Mr. Bodner joins the Baer American, where he also becomes a director, from his position as a senior vice president of Chemical Bank. Most recently, he was senior adviser for asset and liability management at Chemical. Before that, he was manager of international treasury and foreign exchange operations.

Prior to joining Chemical in 1974, Mr. Bodner was vice president of the Federal Reserve Bank of New York, in the foreign function, and was responsible for the management of United States Treasury and Federal Reserve foreign exchange operations.

Mr. Bodner received a bachelor of arts degree from Wesleyan University and a master of arts in economics from New York University. ■

American Banker ranks the Top Correspondent Banks

1	Chase Manhattan Bank NA, New York	841,894	5,432,938	2	+ 1	1,080,098	148,349
2	First National Bank of Chicago	813,802	1,032,736	10	+ 8	503,148	482,117
3	Manufacturers Hanover Trust Co., New York	810,156	6,844,022	1		1,381,288	558,571
4	Continental Illinois Nat'l Bank & Trust Co., Chicago	790,827	1,089,094	8	+ 4	1,644,522	1,082,450
5	Morgan Guaranty Trust Co., New York	788,531	3,273,215	3		481,021	345,601
6	Chemical Bank, New York	562,724	2,104,910	7	+ 1	997,324	504,803
7	InterFirst Bank Dallas NA	535,027	557,117	13	+ 6	0	0
8	Citibank NA, New York	491,000	3,0[illegible]	4		884,000	336,895
9	First National Bank of Boston	447,502	[illegible]	14	+ 5	11,769	32,072
10	Philadelphia National Bank	371,988	[illegible]	21	+ 11	[illegible]	0
11	Bank of America [illegible]	3[illegible]	[illegible]	19	+ 8	[illegible]	737,225
12	RepublicBank Da[illegible]	3[illegible]	[illegible]	18		[illegible]	187,321
13	Crocker National Bank, [illegible]	3[illegible]	[illegible]	[illegible]		0	0
14	Security Pacific National Bank, Los Angeles	328,606	[illegible]	17	+ 3	[illegible]	44,929
15	First Interstate Bank of California, Los Angeles	327,706	339,375	22	+ 7	10,501	3,716
16	Texas Commerce Bank NA, Houston	327,597	302,361	25	+ 9	133,204	160,756
17	Bankers Trust Co., New York	304,617	3,001,809	5		1,048,102	612,743
18	Northern Trust Co., Chicago	300,055	434,131	15		112,141	108,384
19	First City National Bank, Houston	273,464	311,111	24	+ 5	46,449	108,197
20	Mercantile National Bank, Dallas	266,210	25[illegible]	29	+ 9	74,107	91,968
21	National Bank of Detroit	266,[illegible]	[illegible]	[illegible]	+ 9	8,938	27,520
22	Irving Trust Co., New York	[illegible]	2,1[illegible]	[illegible]		481,637	92,999
23	Harris Trust & Savings Bank, Chicago	2[illegible]	[illegible]	[illegible]	+ 16	26,462	23,655
24	First National Bank of Atlanta	23[illegible]	2[illegible]	3[illegible]	+ 8	71,416	36,923
25	American National Bank & Trust Co., Chicago	219,[illegible]	101,[illegible]	[illegible]	+ 44	0	0
26	Northwestern National Bank, Minneapolis	217,804	209,907	36	+ 10	72,295	113,692
27	Wells Fargo Bank NA, San Francisco	217,463	219,977	34	+ 7	58,034	15,956
28	Hartford National Bank & Trust Co., Conn.	215,205	316,546	23		400	1,197
29	Citizens & Southern National Bank, Atlanta	214,594	354,945	20		37,169	53,560
30	First Wisconsin National Bank, Milwaukee	205,347	176,513	43	+ 13	20,909	15,190
31	Bank of the S[illegible] NA, Houston	196,934	137,629	53	[illegible]22	19,423	28,624
32	Indiana National Bank, Indianapolis	195,514	178,325	42	+ [illegible]0	12,353	14,748
33	Citizens Fidelity Bank & Trust [illegible], Louisville, [illegible]	[illegible]	[illegible]	[illegible]	+ 2	26,[illegible]8	62,881
34	Mellon Bank NA, Pittsburgh	[illegible]	299,1[illegible]	[illegible]	[illegible]2	[illegible]03	174,467
35	First National Bank, Minneapolis	3,939	170,3[illegible]	[illegible]	+ [illegible]0	[illegible]00	55,124
36	Allied Bank of Texas, Houston	[illegible]	[illegible]	[illegible]	[illegible]2	[illegible]26	122,838
37	First National Bank, St. Paul, Minn.	174,682	111,294	63	+ 26	105,890	25,360
38	Mercantile Trust Co. NA, St. Louis, Mo.	170,550	264,479	28		131,810	79,519
39	Union Bank, Los Angeles	169,367	167,425	46	+ 7	29,062	30,148
40	Trust Company Bank, Atlanta	167,710	223,301	33		18,524	5,349
41	Centerre Bank NA, St. Louis, Mo.	[illegible]	[illegible]	47	+ 6	133,916	133,843
42	First Tennessee Bank NA, Memphis	[illegible]	[illegible]	62	+ 20	0	0
43	First National Bank of Florida, Tampa	[illegible]	197,515	38			0
44	Shawmut Bank of Boston NA	[illegible]	[illegible]	50	+ 6		33,075
45	Fidelity Bank, Philadelphia	153,632	188,029	41			15,577
46	North Carolina National Bank, Charlotte	152,963	208,645	37			44,650
47	Boatmen's National Bank, St. Louis, Mo.	152,651	128,319	[illegible]			20,503
48	Bank of New York	138,905	672,078				19,573
49	United Bank of Denver NA	135,863	172,0[illegible]				15,122
50	First National Bank & Trust Co., Oklahoma City	134,066					[illegible]67
87	First American Bank[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]
88	Peoples National Ba[illegible]	68,528	60,052	110	+ 22	524	[illegible]64
89	Capital Bank & Trust[illegible]	67,339	73,440	90	+ 1	16,062	245
90	First National Bank, J[illegible]	66,858	83,649	83		12,379	9,646
91	InterFirst Bank Houston[illegible]	66,454	108,084	64		28,083	14,490
92	Seattle-First National Ba[illegible]	64,908	87,841	77		201,495	59,775
93	Fourth National Bank & [illegible]., Wichita, Kan.	63,456	70,962	95	+ 2	6,276	96,197
94	Sun Bank NA, Orlando, [illegible]	62,653	85,818	79		0	10,451
95	Central Bank of the South, Birmingham, Ala.	61,372	56,330	119	+ 24	764,000	1,000
96	Bank of the South NA, Atlanta	61,290	72,557	93		17,755	18,623
97	American Bank & Trust Co., Baton Rouge, La.	61,231	63,517	105	+ 8	27,140	16,945
98	National City Bank, Cleveland	60,096	84,798	81		1,100	27,947
99	Provident National Bank, Philadelphia	59,609	106,911	66		21,713	2,911
100	First State Bank, Abilene, Tex.	58,989	63,573	122	+ 22	72,489	17,711
							69,525

1. Chase Manhattan Bank NA, New York $841, 894, 000
2. First National Bank of Chicago $813, 802, 000
3. Manufacturers Hanover Trust Co., New York $810, 156, 000
4. Continental Illinois Nat'l Bank & Trust Co., Chicago $790, 827, 000
5. Morgan Guaranty Trust Co., New York $788, 531, 000
6. Chemical Bank, New York $562, 724, 000
7. InterFirst Bank Dallas NA $535, 027, 000
8. Citibank NA, New York $491, 000, 000
9. First National Bank of Boston . . . . .
10. Philadelphia National Bank . . . . .
11. Bank of Americ[illegible]

AT A GLANCE:
Who's tops?

Banks by Demand Deposits Due to U.S. Banks (a)

Banks With Correspondent Demand Deposits of $10 Million or More

Compiled by American Banker Copyright 1982

Rank 6/30/82		Demand Deposits Due to U.S. Banks (in thousands of $) 6/30/82	6/30/81	Rank 6/30/81	Gain	Time and Savings Deposits Due U.S. Banks (in thousands of $) 6/30/82	6/30/81
1	Chase Manhattan Bank NA, New York	841,894	5,432,938	2	+ 1	1,080,098	148,349
2	First National Bank of Chicago	813,802	1,032,736	10	+ 8	503,148	482,117
3	Manufacturers Hanover Trust Co., New York	810,158	6,644,022	1		1,381,288	558,571
4	Continental Illinois Nat'l Bank & Trust Co., Chicago	790,827	1,089,094	8	+ 4	1,644,522	1,082,450
5	Morgan Guaranty Trust Co., New York	788,531	3,273,215	3		481,021	345,601
6	Chemical Bank, New York	562,724	2,104,910	7	+ 1	997,324	504,803
7	InterFirst Bank Dallas NA	535,027	557,117	13	+ 6	0	0
8	Citibank NA, New York	491,000	3,046,067	4		884,000	336,895
9	First National Bank of Boston	447,502	450,459	14	+ 5	11,769	32,072
10	Philadelphia National Bank	371,988	341,643	21	+ 11	1,273	0
11	Bank of America NT&SA, San Francisco	366,726	355,724	19	+ 8	1,856,632	737,225
12	RepublicBank Dallas NA	358,417	362,702	18	+ 6	106,375	187,321
13	Crocker National Bank, San Francisco	353,219	410,806	16	+ 3	0	0
14	Security Pacific National Bank, Los Angeles	328,808	374,031	17	+ 3	132,947	44,929
15	First Interstate Bank of California, Los Angeles	327,708	339,375	22	+ 7	10,501	3,716
16	Texas Commerce Bank NA, Houston	327,597	302,361	25	+ 9	133,204	160,756
17	Bankers Trust Co., New York	304,617	3,001,809	5		1,048,102	612,743
18	Northern Trust Co., Chicago	300,086	434,131	15		112,141	108,384
19	First City National Bank, Houston	273,464	311,111	24	+ 5	46,449	108,197
20	Mercantile National Bank, Dallas	266,210	256,630	29	+ 9	74,107	91,968
21	National Bank of Detroit	256,086	256,376	30	+ 9	8,938	27,520
22	Irving Trust Co., New York	239,806	2,120,700	6		481,637	92,999
23	Harris Trust & Savings Bank, Chicago	239,719	189,487	39	+ 16	26,462	23,655
24	First National Bank of Atlanta	232,977	226,534	32	+ 8	71,416	36,923
25	American National Bank & Trust Co., Chicago	219,249	101,935	69	+ 44	0	0
26	Northwestern National Bank, Minneapolis	217,804	209,907	36	+ 10	72,295	113,692
27	Wells Fargo Bank NA, San Francisco	217,463	219,977	34	+ 7	58,034	15,956
28	Hartford National Bank & Trust Co., Conn	215,205	316,546	23		400	1,197
29	Citizens & Southern National Bank, Atlanta	214,594	354,945	20		37,169	53,560
30	First Wisconsin National Bank, Milwaukee	205,347	176,513	43	+ 13	20,909	15,190
31	Bank of the Southwest NA, Houston	196,934	137,629	53	+22	19,423	28,624
32	Indiana National Bank, Indianapolis	195,514	178,325	42	+ 10	12,353	14,748
33	Citizens Fidelity Bank & Trust Co., Louisville, Ky	190,188	214,646	35	+ 2	26,348	62,881
34	Mellon Bank NA, Pittsburgh	184,188	299,189	26		102,003	174,467
35	First National Bank, Minneapolis	183,939	170,346	45	+ 10	48,000	55,124
36	Allied Bank of Texas, Houston	181,914	161,400	48	+ 12	108,026	122,838
37	First National Bank, St. Paul, Minn	174,682	111,294	63	+ 26	105,890	25,360
38	Mercantile Trust Co. NA, St. Louis, Mo	170,550	264,479	28		131,810	79,519
39	Union Bank, Los Angeles	169,387	167,425	46	+ 7	29,062	30,148
40	Trust Company Bank, Atlanta	167,710	223,301	33		18,524	5,349
41	Centerre Bank NA, St. Louis, Mo	166,322	161,609	47	+ 6	133,916	133,843
42	First Tennessee Bank NA, Memphis	164,865	118,391	62	+ 20	0	0
43	First National Bank of Florida, Tampa	155,987	197,515	38	-	0	0
44	Shawmut Bank of Boston NA	155,185	147,902	50	+ 6	24,045	33,075
45	Fidelity Bank, Philadelphia	153,632	188,029	41		16,228	15,577
46	North Carolina National Bank, Charlotte	152,963	208,645	37		68,214	44,650
47	Boatmen's National Bank, St. Louis, Mo	152,651	128,319	57	+ 10	15,496	20,503
48	Bank of New York	138,905	672,078	12		42,150	19,573
49	United Bank of Denver NA	135,863	172,038	44		4,715	15,122
50	First National Bank & Trust Co., Oklahoma City	134,086	135,945	54	+ 4	12,922	5,067
51	First National State Bank of New Jersey, Newark	124,411	82,255	85	+ 34	32,756	17,129
52	First National Bank of Denver	123,339	231,612	31		7,161	10,665
53	First National Bank of Commerce, New Orleans	118,814	188,481	40		1,558	8,250
54	Pittsburgh National Bank	117,527	100,688	71	+ 17	0	5,900
55	Texas Commerce Bank-Dallas NA	116,890	83,617	84	+ 29	2,620	1,870
56	Fort Worth National Bank, Tex	112,920	84,722	82	+ 26	41,535	76,900
57	Colorado National Bank, Denver	111,221	105,224	67	+ 10	47,619	11,713
58	Commerce Bank of Kansas City NA, Mo	108,566	137,888	52		5,922	6,969
59	United Jersey Bank, Hackensack, N.J	105,803	90,407	75	+ 16	0	0
60	M&I Marshall & Ilsley Bank, Milwaukee, Wis	105,791	101,434	70	+ 10	0	0
61	Marine Midland Bank NA, Buffalo, N.Y	102,109	1,048,706	9		660,483	162,527
62	Girard Bank, Philadelphia	92,297	159,128	49		9,685	21,934
63	First National Bank, Kansas City, Mo	92,189	125,223	58		14,409	6,324
64	Bank of New England NA, Boston	91,187	107,603	65	+ 1	66,909	117,154
65	Liberty National Bank & Trust Co., Louisville, Ky	90,675	119,105	61		8,548	14,805
66	Liberty National Bank & Trust Co., Oklahoma City	88,851	100,553	72	+ 6	68,714	75,005
67	Bank of Oklahoma NA, Tulsa	87,389	122,302	59		45,317	41,090
68	First City Bank, Dallas	87,373	65,636	101	+ 33	50,351	50,006
69	State Street Bank & Trust Co., Boston	86,932	80,651	87	+ 18	98,900	74,668
70	Central Bank of Denver	84,551	74,852	89	+ 19	2,150	4,752
71	Southeast Bank NA, Miami	84,414	147,014	51		0	0
72	United States National Bank, Portland, Ore	82,641	59,054	114	+ 42	0	0
73	United Missouri Bank of Kansas City NA	81,317	81,738	86	+ 13	5,269	13,885
74	First National Bank, Louisville, Ky	79,840	132,810	56		87,446	95,798
75	United Oklahoma Bank, Oklahoma City	78,326	50,086	132	+ 57	9,161	7,953
76	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C	78,130	89,327	76		0	0
77	Connecticut Bank & Trust Co., Hartford	77,083	104,030	68		2,900	1,590
78	Omaha National Bank, Neb	76,190	71,371	94	+ 16	6,275	6,553
79	Merchants National Bank, Cedar Rapids, Iowa	75,623	87,288	78		9,725	7,200
80	Denver National Bank	73,441	94,355	74		14,398	11,411
81	Manufacturers Hanover NA, Rochester, N.Y	74,996	38,005	165	+ 84	0	0
82	First Pennsylvania Bank NA, Philadelphia	73,249	132,910	55		18,761	13,362
83	Maryland National Bank, Baltimore	70,900	45,527	142	+ 59	1,971	8,390
84	Manufacturers National Bank, Detroit	70,486	69,479	98	+ 14	6,672	3,972
85	First National Bank & Trust Co., Lincoln, Neb	69,691	68,427	99	+ 14	2,298	2,254
86	First National Bank, Midland, Tex	69,471	62,872	107	+ 21	119,061	84,743
87	First American Bank of Nashville NA	69,303	72,988	92	+ 5	6,648	10,804
88	Peoples National Bank of Washington, Seattle	68,528	60,052	110	+ 22	524	245
89	Capitol Bank & Trust Co., Baton Rouge, La	67,339	73,440	90	+ 1	16,062	9,646
90	First National Bank, Jackson, Miss	66,658	83,649	83		12,379	14,490
91	InterFirst Bank Houston NA	66,454	108,084	64		28,083	59,775
92	Seattle-First National Bank	64,906	87,841	77		201,495	96,197
93	Fourth National Bank & Trust Co., Wichita, Kan	63,456	70,962	95	+ 2	6,276	10,451
94	Sun Bank NA, Orlando, Fla	62,663	85,818	79		0	1,000
95	Central Bank of the South, Birmingham, Ala	61,372	56,330	119	+ 24	764,000	18,623
96	Bank of the South NA, Atlanta	61,290	72,557	93		17,755	16,945
97	American Bank & Trust Co., Baton Rouge, La	61,231	63,517	105	+ 8	27,140	27,947
98	National City Bank, Cleveland	60,096	84,798	81		1,100	2,911
99	Provident National Bank, Philadelphia	59,808	106,911	66		21,713	17,711
100	First State Bank, Abilene, Tex	58,969	53,573	122	+ 22	72,489	69,525

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Banks by Demand Deposits Due to U.S. Banks(a)

Banks With Correspondent Demand Deposits of $10 Million or More

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Rank 6/30/82		Demand Deposits Due to U.S. Banks 6/30/82 (In thousands of $)	6/30/81	Rank 6/30/81	Gain	Time and Savings Deposits Due U.S. Banks 6/30/82 (In thousands of $)	6/30/81
101	American Fletcher National B & T Co., Indianapolis	58,553	95,712	73		34,810	25,898
102	Third National Bank, Nashville, Tenn	59,230	76,462	88		10,813	17,043
103	Valley National Bank, Phoenix, Ariz	58,069	56,571	118	+ 15	1,068	0
104	Exchange Bank & Trust Company of Florida, Tampa	56,546	65,275	103		0	0
105	El Paso National Bank, Tex	56,364	27,029	197	+ 92	10,250	2,024
106	Whitney National Bank, New Orleans	56,251	59,600	112	+ 6	1,050	1,100
107	Michigan National Bank, Detroit	56,206	58,257	115	+ 8	0	0
108	Iowa-Des Moines National Bank	53,776	52,751	125	+ 17	14,475	34,883
109	National Bank of Commerce, Dallas	53,353	53,172	123	+ 14	94,652	70,741
110	Community Bank, Huntington Park, Calif	53,281	65,585	102		16,550	4,300
111	United States National Bank, Omaha, Neb	52,909	48,854	136	+ 25	1,777	2,645
112	Equitable Trust Co., Baltimore	51,576	31,066	182	+ 70	0	0
113	Union Planters National Bank, Memphis, Tenn	49,711	49,496	134	+ 21	4,130	2,000
114	Capital Bank NA, Houston	49,503	57,589	117	+ 3	65,075	53,469
115	First National Bank, Birmingham, Ala	49,206	51,418	130	+ 15	5,324	4,341
116	First National Bank, Fort Worth, Tex	48,880	73,342	91		22,740	80,432
117	Deposit Guaranty National Bank, Jackson, Miss	48,864	63,420	103		17,341	15,760
118	Fidelity Bank NA, Oklahoma City, Okla	48,462	52,986	124	+ 6	64,524	24,668
119	First National Bank, Cincinnati	47,627	42,803	151	+ 32	1,400	2,500
120	First National Bank, Shreveport, La	46,422	36,535	168	+ 48	1,128	2,700
121	Austin National Bank, Tex	46,409	55,212	120		15,273	14,932
122	First Interstate Bank of Oregon NA	45,451	45,125	144	+ 22	639	343
123	Worthen Bank & Trust Co. NA, Little Rock, Ark	43,670	61,025	108		7,337	4,450
124	Atlantic National Bank of Florida, Jacksonville	43,419	47,911	139	+ 15	662	735
125	First National Bank, Omaha, Neb	42,950	60,949	109		12,751	7,850
126	United Central Bank of Des Moines NA, Iowa	42,877	42,153	156	+ 30	4,318	6,611
127	American National Bank & Trust Co., Chattanooga, Tenn	42,832	65,832	100		0	0
128	Corpus Christi National Bank, Tex	42,592	44,124	148	+ 20	15,388	20,875
129	Bankers Trust Co., Des Moines, Iowa	41,965	48,978	135	+ 6	5,413	4,842
130	Commercial National Bank, Shreveport, La	41,605	47,591	141	+ 11	9,666	3,913
131	Hibernia National Bank, New Orleans	41,019	51,964	128		110	1,110
132	Security National Bank, Sioux City, Iowa	40,757	37,304	166	+ 34	1,043	51
133	Society National Bank, Cleveland	40,420	69,491	97		0	5,608
134	National Bank of Commerce T&S Assn., Lincoln, Neb	40,194	51,360	131		1,800	4,292
135	First National Bank, Fort Meyers, Fla	39,831	44,836	145	+ 10	0	0
136	Merchants National Bank & Trust Co., Indianapolis	38,563	49,626	133		93,582	54,736
137	Commerce Union Bank, Nashville, Tenn	38,434	35,798	170	+ 33	2,344	3,861
138	Bank of St. Louis, Mo	38,307	38,586	163	+ 25	10,778	8,649
139	City National Bank, Detroit	37,829	10,182	321	+182	0	0
140	Texas Commerce Bank-Austin NA	37,532	31,640	181	+ 41	34,415	27,909
141	American National Bank & Trust Co., St. Paul, Minn	36,936	42,519	153	+ 12	8,422	18,327
142	Fifth Third Bank, Cincinnati	36,832	35,600	171	+ 29	2,543	8,803
143	United Virginia Bank, Richmond	36,743	59,987	111		1,902	2,215
144	Centerre Bank of Kansas City NA, Mo	36,683	20,350	234	+ 90	4,107	7,532
145	Bank of New Orleans & Trust Co	36,509	25,800	210	+ 65	6,402	1,519
146	New Jersey Bank NA, West Paterson, N.J	35,152	41,473	158	+ 12	0	0
147	Detroit Bank & Trust Co	34,732	41,055	159	+ 12	0	0
148	RepublicBank NA, Houston	34,162	27,637	195	+ 47	0	19,151
149	Central National Bank, Cleveland	33,656	29,860	186	+ 37	6,593	2,335
150	Frost National Bank, San Antonio, Tex	32,720	54,114	121		800	4,950
151	National Bank of Commerce, San Antonio, Tex	32,357	40,036	161	+ 10	410	1,830
152	Commercial National Bank, Kansas City, Kan	32,177	30,398	184	+ 32	755	861
153	Midway National Bank, St. Paul, Minn	31,978	34,206	174	+ 21	300	0
154	Key Bank NA, Albany, N.Y	31,898	58,219	116		300	0
155	F&M Marquette National Bank, Minneapolis	30,914	44,545	146		11,540	6,441
156	State National Bank, El Paso, Tex	30,901	24,397	215	+ 59	5,138	3,599
157	First Tennessee Bank NA, Chattanooga	30,531	32,901	178	+ 21	0	0
158	Marine National Exchange Bank, Milwaukee, Wis	30,435	42,645	152		2,448	10,989
159	Amarillo National Bank, Tex	30,272	24,893	214	+ 55	9,062	9,590
160	Rainier National Bank of Washington, Seattle	29,824	42,430	155		2,766	9,147
161	Barnett Bank of Tampa NA, Fla	29,423	33,635	177	+ 16	0	0
162	Mercantile-Safe Deposit & Trust Co., Baltimore	29,226	34,901	173	+ 11	0	0
163	Birmingham Trust National Bank, Ala	29,162	43,629	150		160,303	118,246
164	Charleston National Bank, W. Va	28,952	13,679	284	+120	0	0
165	Security Trust Co., Rochester, N.Y	28,698	25,814	209	+ 44	0	0
166	Commercial National Bank, Little Rock, Ark	28,656	41,504	157		2,888	1,756
167	Bank One of Columbus NA, Ohio	28,343	43,687	149		101	1,164
168	Bank of North Dakota, Bismarck	28,332	25,878	207	+ 39	0	0
169	Georgia Railroad Bank & Trust Co., Augusta	28,322	23,799	217	+ 48	480	280
170	Midlantic National Bank, Newark, N.J	28,266	64,296	104		0	0
171	Michigan National Bank, Lansing	28,217	36,952	167		0	0
172	First & Merchants National Bank, Richmond	28,145	59,108	113		43	250
173	Peoples National Bank, Tyler, Tex	28,038	20,270	236	+ 63	7,734	11,546
174	LaSalle National Bank, Chicago	27,720	28,608	191	+ 17	6,555	29,512
175	Florida National Bank of Miami	27,661	18,408	253	+ 78	0	0
176	Boatmen's Bank & Trust Co., Kansas City, Mo	27,647	14,337	280	+104	1,262	7,000
177	First National Bank & Trust Co., Tulsa	27,440	28,307	192	+ 15	11,542	3,600
178	Fidelity Union Bank, Newark, N.J	26,952	11,510	305	+127	0	0
179	Flagship Bank of Tampa, Fla	26,323	29,679	187	+ 8	0	0
180	Hutchinson National Bank & Trust Co., Kan	26,150	33,981	176		200	0
181	Continental National Bank, Fort Worth, Tex	26,116	39,776	162		27,725	31,296
182	Industrial Valley Bank & Trust Co., Philadelphia	25,542	17,974	257	+ 75	0	0
183	First National Bank, Columbia, S.C	25,386	26,279	205	+ 22	0	0
184	National State Bank, Elizabeth, N.J	25,378	38,247	164		0	0
185	First National Bank, Little Rock, Ark	25,252	32,312	180		1,015	1,615
186	Lincoln First Bank NA, Rochester, N.Y	25,028	26,574	202	+ 16	19,038	1,037
187	Florida National Bank of Jacksonville	24,486	31,028	183		0	0
188	Oregon Bank, Portland	24,348	19,943	238	+ 50	847	622
189	First National Bank, Amarillo, Tex	24,314	34,191	175		31,370	25,630
190	National Bank of Waterloo, Iowa	23,610	25,613	212	+ 22	0	100
191	Commercial National Bank of Peoria, Ill	23,735	18,007	256	+ 65	0	0
192	Central Bank, Monroe, La	23,697	26,859	200	+ 8	972	0
193	First Security Nat'l Bank & Trust Co., Lexington, Ky	23,671	21,967	222	+ 29	10,908	11,713
194	National Bank of Commerce, Memphis	23,585	25,647	211	+ 17	2,367	9,684
195	Citizens & Southern National Bank, Charleston, S.C	23,565	14,646	275	+ 80	0	0
196	Bank of California NA, San Francisco	23,532	47,956	137		4,654	3,831
197	Midland National Bank, Tex	23,366				7,631	0
198	Boatmen's Union National Bank, Springfield, Mo	23,292	30,267	185		650	1,185
199	First National Bank, Albuquerque, N.M	22,960	26,654	201	+ 2	0	0
200	United Southern Bank, Nashville, Tenn	22,878	26,921	198		41,822	35,227

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Banks by Demand Deposits Due to U.S. Banks (a)

Banks With Correspondent Demand Deposits of $10 Million or More

Compiled by American Banker Copyright 1982

Rank 6/30/82		Demand Deposits Due to U.S. Banks (in thousands of $) 6/30/82	6/30/81	Rank 6/30/81	Gain	Time and Savings Deposits Due U.S. Banks (in thousands of $) 6/30/82	6/30/81
201	First National Bank, Wichita, Kan.	22,736	28,938	190		0	0
202	First Eastern Bank NA, Wilkes-Barre, Pa.	22,535	20,756	227	+ 25	300	100
203	Old National Bank, Evansville, Ind.	22,483	20,745	228	+ 25	3,402	8,265
204	Alamo National Bank, San Antonio, Tex.	22,231	20,277	235	+ 31	2,935	6,652
205	Southern National Bank, Houston	21,956	26,378	204		28,339	20,539
206	European American Bank & Trust Co., New York	21,835	953,992	11		39,516	33,790
207	Manufacturers & Traders Trust Co., Buffalo, N.Y.	21,749	47,747	140		83	565
208	Boston Safe Deposit & Trust Co.	21,422	18,771	248	+ 40	1,557	0
209	Unitedbank-Houston	21,382	13,543	287	+ 78	25,956	0
210	Cullen Center Bank & Trust Co., Houston	21,144	19,034	243	+ 33	60,615	77,459
211	Fannin Bank, Houston	21,053	17,808	259	+ 48	14,374	25,985
212	Equibank, Pittsburgh	20,837	15,287	269	+ 57	3,500	3,074
213	First Security Bank of Utah NA, Ogden	20,825	32,535	179		0	0
214	Louisiana National Bank, Baton Rouge, La.	20,707	22,464	220	+ 6	5,089	4,150
215	AmeriTrust Co., Cleveland	20,609	85,567	80		2,465	11,049
216	Huntington National Bank, Columbus, Ohio	20,432	14,986	270	+ 54	0	0
217	Central Penn National Bank, Philadelphia	20,267	18,797	247	+ 30	3,200	8,037
218	Heritage Bank, Milwaukee, Wis.	19,797	14,448	278	+ 60	0	0
219	Toy National Bank, Sioux City, Iowa	19,758	20,739	229	+ 10	21	120
220	Kellogg-Citizens National Bank, Green Bay, Wis.	19,749	18,579	251	+ 31	2,000	1,790
221	American National Bank, Austin, Tex.	19,706	22,782	219		7,281	6,103
222	Lincoln National Bank & Trust Co., Fort Wayne, Ind.	19,524	27,789	194		0	179
223	Barnett Bank of Jacksonville NA, Fla.	19,435	41,054	160		0	0
224	Citizens National Bank, Evansville, Ind.	19,219	20,511	230	+ 6	3,882	5,587
225	First National Bank, Waco, Tex.	18,968	19,888	239	+ 14	7,335	5,917
226	American Security Bank NA, Washington, D.C.	18,914	14,759	273	+ 47	41,614	59,694
227	Union Bank & Trust Co. NA, Grand Rapids, Mich.	18,813	23,939	216		0	0
228	Riggs National Bank, Washington, D.C.	18,269	18,608	250	+ 22	3,986	4,308
229	Park National Bank, Knoxville, Tenn.	18,250	26,241	206		950	1,882
230	Commonwealth National Bank, Harrisburg, Pa.	18,198	45,514	143		869	7,259
231	First National Bank of St. Joseph, Mo.	18,185	16,773	264	+ 33	0	0
232	Pan American Bank NA, Miami	18,172	11,404	308	+ 76	0	0
233	Security National Bank, Kansas City, Kan.	18,079	20,092	237	+ 4	2,004	740
234	Victoria Bank & Trust Co., Tex.	17,999	26,545	203		19,418	22,431
235	Mississippi Bank, Jackson, Miss.	17,921	13,994	282	+ 47	19,843	12,102
236	First Alabama Bank of Montgomery NA	17,613	21,876	223		0	2,770
237	Lloyds Bank California, Los Angeles	17,434	8,145	346	+109	100	0
238	National Bank of Georgia, Atlanta	17,309	8,764	342	+104	7,469	1,250
239	First-Wichita National Bank, Wichita Falls, Tex.	17,081	14,711	274	+ 35	10,952	3,231
240	Kanawha Valley Bank NA, Charleston, W. Va.	16,877	18,483	252	+ 12	200	350
241	Security Bank NA, Billings, Mont.	16,844	17,416	261	+20	500	555
242	First National Bank, Topeka, Kan.	16,727	25,026	213		0	0
243	Commerce Manchester Bank, St. Louis Mo.	16,727	20,434	233		0	0
244	Citizens National Bank, Waco, Tex.	16,466	21,485	225		5,649	21,505
245	Girard Bank Delaware, Dover	16,000				0	0
246	Davenport Bank & Trust Co., Iowa	15,900	47,944	138		700	2,000
247	Central Trust Co. NA, Cincinnati	15,842	17,911	258	+ 11	0	0
248	Union National Bank, Little Rock, Ark.	15,768	36,277	169		3,918	1,270
249	First National Bank, Belleville, Ill.	15,737	13,066	289	+ 40	200	754
250	Rhode Island Hospital Trust National Bank, Providence	15,623	9,214	337	+ 87	0	0
251	First Interstate Bank of Denver NA	15,609	28,942	189		5,930	5,218
252	First National Bank, Hutchinson, Kan.	15,543	11,969	300	+ 48	0	0
253	First Interstate Bank of Arizona NA, Phoenix	15,281	7,969	348	+ 95	0	0
254	First National Exchange Bank, Roanoke, Va.	15,225	23,211	218		1,337	400
255	Union National Bank, Wichita, Kan.	15,116	14,067	281	+ 26	182	0
256	First National Bank, Sioux City, Iowa	15,105	20,452	232		0	0
257	United American Bank, Knoxville, Tenn.	15,094	26,899	199		27,978	32,754
258	Drovers Bank, Chicago	15,063	18,179	254		2,118	4,150
259	Central National Bank, Chicago	15,032	19,855	240		2,210	4,661
260	First Wisconsin National Bank, Eau Claire	15,005	19,029	244		178	0
261	First National Bank, Lubbock, Tex.	14,489	12,018	299	+ 38	23,310	43,757
262	United Kentucky Bank, Inc., Louisville	14,201	22,138	221		9,678	4,301
263	Lubbock National Bank, Tex.	14,171	35,172	172		5,730	6,308
264	First National Bank, Baltimore	14,091	42,464	154		2,980	3,964
265	Shawmut Worcester County Bank NA, Worcester, Mass.	13,996	19,520	241		0	0
266	Ouachita National Bank, Monroe, La.	13,975	20,475	231		262	0
267	First Bank NA, Milwaukee	13,881	14,863	272	+ 5	4,525	3,625
268	National Bank of North America, New York	13,854	52,354	126		365,887	7,023
269	J. Henry Schroder Bank & Trust Co., New York	13,792	70,300	96		42,729	28,509
270	Banco Popular de Puerto Rico, San Juan	13,688	13,187	288	+ 18	2,400	3,447
271	United States Trust Co., New York	13,433	121,096	60		71,155	17,413
272	Capital City First National Bank, Tallahasse, Fla.	13,412	14,366	279	+ 7	4	4
273	First City Bank of Corpus Christi, Tex.	13,317	16,401	265		10,450	18,875
274	Merchants National Bank, Topeka, Kan.	13,288	12,131	294	+ 20	0	1,432
275	First Union National Bank, Charlotte, N.C.	12,866	17,188	262		9,861	1,920
276	First Eastern National Bank, Kingsport, Tenn.	12,822				305	0
277	Old National Bank of Washington, Spokane	12,740	14,494	276		0	1,300
278	Preston State Bank, Dallas	12,622	11,347	309	+ 31	1,700	4,800
279	First American Bank NA, Washington, D.C.	12,407	18,121	255		0	0
280	Bankers Trust Co. of Hudson Valley NA, Poughkeepsie, N.Y.	12,282				0	0
281	Barnett Bank of South Florida NA, Miami	12,274	44,337	147		0	0
282	American National Bank, Amarillo, Tex.	11,966	7,736	356	+ 74	3,500	3,450
283	Albuquerque National Bank, N.M.	11,802	10,290	320	+ 37	0	0
284	First National Bank of Jefferson Parish, Gretna, La.	11,795				0	0
285	Flagship National Bank of Miami	11,458	11,072	312	+ 27	0	0
286	Bossier Bank & Trust Co., Bossier City, La.	11,320	10,316	319	+ 33	46,920	29,106
287	United Bank of Arizona, Phoenix	11,183	11,068	313	+ 26	200	2,512
288	Midland National Bank, Minneapolis	11,095	16,854	263		3,448	1,100
289	Union Trust Company of Maryland, Baltimore	10,989	27,505	196		502	2,850
290	Barclays Bank of New York	10,898	1,063			0	0
291	American Bank & Trust Co., New Orleans	10,824	21,571	224		8	7
292	Florida National Bank, Orlando	10,691				0	0
293	Maine National Bank, Portland	10,661	10,031	325	+ 32	0	0
294	Merchants National Bank, Mobile, Ala.	10,657	12,107	296	+ 2	0	0
295	Zions First National Bank, Salt Lake City, Utah	10,638	12,097	297	+ 2	2,209	7,239
296	Citizens First National Bank, Tyler, Tex.	10,615	9,216	336	+ 40	10,607	18,537
297	First National Bank & Trust Co., Salina, Kan.	10,583	10,058	324	+ 27	0	0
298	Continental Bank & Trust Co., Salt Lake City, Utah	10,490	13,658	285		0	0
299	Merrill Trust Co., Bangor, Me.	10,352	8,905	340	+ 41	0	0
300	Barnett Bank of Central Florida, Winter Park	10,160	29,679	188		0	0
301	Union Trust Co., Stamford, Conn.	10,111	11,570	302	+ 1	0	0

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1982 CORRESPONDENT BANKING SURVEY

BANKS WITH DEMAND DEPOSITS DUE TO U.S. BANKS of $10,000,000 OR MORE (,000's omitted in $ figures) (a)

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	June 30, 1982					June 30, 1981				
	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks ‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $
FEDERAL RESERVE DISTRICT 1										
CONNECTICUT										
Hartford National Bank & Trust Co.	215,205	2,150	217,355	1,878,508	11.5	316,546	3,755	320,301	1,902,377	16.6
Connecticut Bank & Trust Co., Hartford	77,063	9,904	86,967	2,111,430	3.6	104,030	7,161	111,191	2,019,524	5.2
MAINE										
Maine National Bank, Portland	10,661	1,642	12,303	438,388	2.4	10,031	0	10,031	329,797	3.0
Merrill Trust Co., Bangor	10,332	0	10,332	277,397	3.7	8,905	0	8,905	269,127	3.3
MASSACHUSETTS										
First National Bank of Boston	447,502	115,594	563,096	4,736,750	9.4	450,459	108,950	559,409	4,518,936	10.0
Shawmut Bank of Boston NA	155,185	47,030	202,215	1,619,902	9.6	147,902	51,523	199,425	1,455,890	10.2
Bank of New England NA, Boston	91,187	76,394	167,581	1,938,612	4.7	107,603	122,221	229,824	1,773,274	6.1
State Street Bank & Trust Co., Boston	86,932	120,694	207,626	1,857,429	4.7	80,651	82,728	163,379	1,835,294	4.4
Boston Safe Deposit & Trust Co.	21,422	1,557	22,979	391,203	5.5	18,771	0	18,771	120,399	15.6
Shawmut Worcester County Bank NA, Worcester	13,996	33	14,029	580,849	2.4	19,520	32	19,552	553,235	3.5
RHODE ISLAND										
Rhode Island Hospital Trust Nat'l Bank, Providence	15,623	403	16,026	1,175,109	1.3	9,214	4,265	13,479	1,157,964	0.8
FEDERAL RESERVE DISTRICT 2										
CONNECTICUT										
Union Trust Co., Stamford	10,111	1,810	11,921	1,064,917	1.0	11,570	1,745	13,315	1,004,898	1.2
NEW JERSEY										
First National State Bank of New Jersey, Newark	124,411	38,408	162,819	1,420,257	8.8	82,255	20,776	103,031	1,352,652	6.1
United Jersey Bank, Hackensack	105,803	3,063	108,866	1,396,774	7.8	90,407	2,484	92,891	1,263,131	7.2
New Jersey Bank NA, West Paterson	35,152	3,348	38,500	872,571	4.0	41,473	3,104	44,577	802,514	5.2
Midlantic National Bank, Newark	28,266	2,361	30,627	1,305,961	2.2	64,296	3,417	67,713	1,213,880	5.3
Fidelity Union Bank, Newark	26,952	1,492	28,444	2,232,798	1.2	11,510	2,556	14,066	1,032,650	1.1
National State Bank, Elizabeth	25,373	0	25,373	810,379	3.1	38,247	0	38,247	800,265	4.8
NEW YORK										
Chase Manhattan Bank NA, New York	841,894	2,849,833	3,691,727	25,373,734	3.3	5,432,938	1,700,423	7,133,361	26,953,731	20.2
Manufacturers Hanover Trust Co., New York	810,156	4,197,824	5,007,980	18,083,337	4.5	6,644,022	1,700,649	8,344,671	22,089,176	30.1
Morgan Guaranty Trust Co., New York	788,531	2,287,450	3,075,981	14,102,180	5.6	3,273,215	1,740,440	5,013,655	17,194,956	19.0
Chemical Bank, New York	562,724	2,446,111	3,008,835	18,965,112	3.0	2,104,910	1,414,007	3,518,917	18,623,053	11.3
Citibank NA, New York	491,000	3,603,792	4,094,792	22,557,000	2.2	3,046,067	1,286,307	4,332,374	21,908,921	13.9
Bankers Trust Co., New York	304,617	2,805,054	3,109,671	10,281,269	3.0	3,001,809	1,522,347	4,524,156	12,029,929	25.0
Irving Trust Co., New York	239,806	2,089,815	2,329,621	5,527,806	4.3	2,120,700	1,136,081	3,256,781	7,426,753	28.6
Bank of New York	138,905	182,034	320,939	6,061,385	2.3	672,078	76,626	748,704	5,899,262	11.4
Marine Midland Bank NA, Buffalo	102,109	1,737,268	1,839,377	9,171,293	1.1	1,048,706	395,124	1,443,830	8,106,210	12.9
Manufacturers Hanover NA, Rochester	74,996	5	75,001	438,698	17.1	38,005	1,000	39,005	198,065	19.2
Key Bank NA, Albany	31,898	445	32,343	1,025,217	3.1	58,219	114	58,333	933,662	6.2
Security Trust Co., Rochester	28,698	18	28,716	621,979	4.6	25,814	10	25,824	594,612	4.3
Lincoln First Bank NA, Rochester	25,028	20,672	45,700	2,655,686	0.9	26,574	1,722	28,296	2,418,429	1.1
European American B & T Co., New York	21,835	403,261	425,096	3,149,632	0.7	953,992	245,660	1,199,652	3,741,412	25.5
Manufacturers & Traders Trust Co., Buffalo	21,749	6,345	28,094	1,409,130	1.5	47,747	6,066	53,813	1,390,286	3.4
National Bank of North America, New York	13,854	1,051,341	1,065,195	4,509,115	0.3	52,354	81,024	133,378	3,197,253	1.6
J. Henry Schroder Bank & Trust Co., New York	13,792	240,931	254,723	565,705	2.4	70,300	166,694	236,994	602,871	11.7
United States Trust Co., New York	13,433	76,365	89,798	1,353,348	1.0	121,096	22,949	144,045	1,141,174	10.6
Bankers Trust Co. of Hudson Valley NA, Poughkeepsie	12,282	0	12,282	261,221	4.7	0	0	0	0	
Barclays Bank of New York	10,899	11,115	22,014	973,803	1.1	1,063	662	1,725	866,246	0.1
PUERTO RICO										
Banco Popular de Puerto Rico, San Juan	13,688	4,963	18,651	2,190,037	0.6	13,187	6,663	19,850	2,053,607	0.6
FEDERAL RESERVE DISTRICT 3										
DELAWARE										
Girard Bank Delaware, Dover	16,000	9	16,009	302,830	5.3	0	0	0	0	
PENNSYLVANIA										
Philadelphia National Bank	371,988	272,278	644,266	3,357,647	11.1	341,643	63,537	405,180	3,002,733	11.4
Fidelity Bank, Philadelphia	153,632	43,507	197,139	2,072,590	7.4	188,029	29,781	217,810	1,765,024	10.7
Girard Bank, Philadelphia	92,297	38,573	130,870	1,985,217	4.6	159,128	37,978	197,106	2,158,929	7.4
First Pennsylvania Bank NA, Philadelphia	73,249	39,828	113,077	2,348,724	3.1	132,910	23,609	156,519	2,375,988	5.6
Provident National Bank, Philadelphia	59,609	26,130	85,739	1,797,457	3.3	106,911	24,025	130,936	1,840,396	5.8
Industrial Valley Bank & Trust Co., Philadelphia	25,542	19	25,561	1,351,311	1.9	17,974	1	17,975	1,323,647	1.4
First Eastern Bank NA, Wilkes-Barre	22,535	300	22,835	733,337	3.1	20,756	100	20,856	680,517	3.1
Central Penn National Bank, Philadelphia	20,267	3,728	23,995	848,040	3.1	18,797	9,194	27,991	613,658	3.1
Commonwealth National Bank, Harrisburg	18,198	874	19,072	913,042	2.0	45,514	7,259	52,773	892,722	5.1
FEDERAL RESERVE DISTRICT 4										
KENTUCKY										
First Security Nat'l Bank & Trust Co., Lexington	23,571	10,908	34,579	524,178	4.5	21,967	11,713	33,680	531,152	4.1
OHIO										
National City Bank, Cleveland	60,096	4,704	64,800	2,185,623	2.7	84,798	6,847	91,645	1,893,395	4.5
First National Bank, Cincinnati	47,627	1,823	49,450	905,569	5.3	42,803	3,309	46,112	905,305	4.7
Society National Bank, Cleveland	40,420	1,600	42,020	1,447,227	2.8	69,491	9,003	78,494	1,386,241	5.0
Fifth Third Bank, Cincinnati	36,832	3,040	39,872	858,456	4.3	35,600	9,630	45,230	794,148	4.5
Central National Bank, Cleveland	33,658	18,075	51,733	1,500,756	2.2	29,860	7,898	37,758	1,503,045	2.0
Bank One of Columbus NA	28,343	281	28,624	995,016	2.8	43,687	1,164	44,851	889,450	4.9
AmeriTrust Co., Cleveland	20,606	8,723	29,332	3,726,747	0.6	85,567	17,376	102,943	3,322,586	2.6
Huntington National Bank, Columbus	20,432	3,149	23,581	2,543,926	0.8	14,986	1,707	16,693	2,115,436	0.7
Central Trust Co. NA, Cincinnati	15,842	1,464	17,306	902,252	1.8	17,911	2,085	19,996	901,488	2.0
PENNSYLVANIA										
Mellon Bank NA, Pittsburgh	184,188	188,679	372,867	8,764,541	2.1	299,189	258,167	557,356	8,859,647	3.4
Pittsburgh National Bank	117,527	19,591	137,118	4,111,971	2.9	100,688	18,180	118,868	4,047,799	2.5
Equibank, Pittsburgh	20,837	3,500	24,337	2,280,336	0.9	15,287	5,020	20,307	2,026,494	0.8

(a)—Based on the Report of Condition, or Call Report, submitted by banks to the Federal regulatory agencies. Data are for the bank and its domestic subsidiaries only are taken from Schedule F — Deposits of the Call Report. Data for June 30, 1982, are based on American Banker's new definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due other U.S. commercial banks, and deposits due the foreign branches of other U.S. banks (or the sum of items l.d, 5.b, and 6.a from Schedule F). Data for June 30, 1981, are based on American Banker's old definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due other U.S. commercial banks (or the sum of items l.d, 5.a, and 6.b from Schedule F). ‡— Demand deposits due foreign banks in domestic and Edge banking subsidiaries plus time and savings deposits due all banks in domestic and Edge banking subsidiaries.

1982 CORRESPONDENT BANKING SURVEY

BANKS WITH DEMAND DEPOSITS DUE TO U.S. BANKS of $10,000,000 OR MORE (,000's omitted in $ figures) (a)

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	June 30, 1982					June 30, 1981				
	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks ‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $
FEDERAL RESERVE DISTRICT 5										
DISTRICT OF COLUMBIA										
American Security Bank NA, Washington, D.C.	13,914	161,438	180,352	1,801,361	1.0	14,759	63,451	78,210	1,614,270	0.9
Riggs National Bank, Washington, D.C.	18,269	146,091	166,360	1,676,936	1.0	18,608	21,137	39,745	1,938,790	1.0
First American Bank NA, Washington, D.C.	12,407	14,701	27,108	523,796	2.4	18,121	685	18,806	520,687	3.5
MARYLAND										
Maryland National Bank, Baltimore	70,900	5,991	76,891	2,571,883	2.8	45,527	16,387	61,914	2,711,472	1.7
Equitable Trust Co., Baltimore	51,576	8,160	59,736	1,893,744	3.0	31,066	3,464	34,530	1,586,913	2.0
Mercantile-Safe Deposit & Trust Co., Baltimore	26,226	0	26,226	531,502	5.5	34,901	0	34,901	499,702	7.0
First National Bank, Baltimore	14,091	9,099	23,190	1,705,362	0.8	42,464	9,839	52,303	1,501,037	2.8
Union Trust Company of Maryland, Baltimore	10,989	2,335	13,324	1,007,748	1.1	27,505	4,295	31,800	971,839	2.8
NORTH CAROLINA										
North Carolina National Bank, Charlotte	152,963	102,465	255,428	3,973,749	3.8	208,645	58,341	266,986	3,705,690	5.6
Wachovia Bank & Trust Co. NA, Winston-Salem	78,130	29,681	107,811	3,835,651	2.0	89,327	5,957	95,284	3,625,200	2.5
First Union National Bank, Charlotte	12,866	18,079	30,945	2,802,441	0.5	17,188	4,769	21,957	2,096,823	0.8
SOUTH CAROLINA										
First National Bank, Columbia	25,368	0	25,368	830,079	3.1	26,279	0	26,279	763,500	3.4
Citizens & Southern National Bank, Charleston	23,565	449	24,014	1,036,749	2.3	14,646	233	14,879	912,854	1.6
VIRGINIA										
United Virginia Bank, Richmond	36,743	4,868	41,611	3,067,623	1.2	59,987	6,192	66,179	2,787,203	2.2
First & Marchants National Bank, Richmond	28,145	1,207	29,352	2,020,604	1.4	59,108	1,927	61,035	1,720,724	3.4
First National Exchange Bank, Roanoke	16,226	1,340	16,565	1,164,863	1.9	23,211	401	23,612	998,547	2.3
WEST VIRGINIA										
Charleston National Bank	28,952	0	28,952	242,152	12.0	13,679	0	13,679	208,220	6.6
Kanawha Valley Bank NA, Charleston	16,877	200	17,077	333,848	5.1	18,483	350	18,833	325,917	5.7
FEDERAL RESERVE DISTRICT 6										
ALABAMA										
Central Bank of the South, Birmingham	71,372	754,000	825,372	1,756,081	3.5	56,330	18,623	74,953	618,672	9.1
First National Bank, Birmingham	49,208	9,208	58,416	1,378,318	3.8	51,418	6,691	58,109	1,292,487	4.0
Birmingham Trust National Bank	20,152	160,941	180,123	831,823	3.5	43,629	118,872	162,501	773,689	5.6
First Alabama Bank of Montgomery NA	17,613	0	17,613	448,058	3.9	21,876	2,770	24,646	446,102	4.9
Merchants National Bank, Mobile	10,667	307	10,964	440,508	2.4	12,107	284	12,391	432,350	2.8
FLORIDA										
First National Bank of Florida, Tampa	185,687	636	186,323	843,464	18.8	197,515	676	198,191	882,159	22.4
Southeast Bank NA, Miami	81,414	48,482	132,396	4,853,490	1.8	147,014	27,170	174,184	2,218,355	6.6
Sun Bank NA, Orlando, Fla.	82,653	997	83,650	1,015,764	8.2	85,818	2,097	87,915	909,110	9.4
Exchange Bank & Trust Co. of Florida, Tampa	56,548	0	56,548	577,131	9.8	65,275	358	65,633	544,097	12.0
Atlantic National Bank of Florida, Jacksonville	43,419	1,004	44,423	1,893,530	2.3	47,911	735	48,646	339,302	14.1
First National Bank, Fort Meyers	38,831	0	38,831	282,902	13.8	44,836	0	44,836	254,477	17.6
Barnett Bank of Tampa NA	29,423	0	29,423	161,133	18.3	33,635	0	33,635	124,484	27.0
Florida National Bank of Miami	27,661	1,625	29,286	435,461	6.4	18,408	773	19,181	376,262	4.9
Flagship Bank of Tampa	26,329	611	26,934	244,996	10.7	29,679	1,617	31,296	212,981	13.9
Johns National Bank of Jacksonville	24,486	104	24,590	480,845	5.1	31,028	245	31,273	416,442	7.5
Barnett Bank of Jacksonville NA	19,435	153	19,588	492,754	3.9	41,054	353	41,407	454,328	9.0
Pan American Bank NA, Miami	19,772	14,452	32,824	538,267	3.6	11,404	12,975	24,379	374,829	3.0
Capital City First National Bank, Tallahassee	13,412	4	13,416	110,851	12.1	14,366	4	14,370	113,747	12.6
Barnett Bank of South Florida NA, Miami	12,274	353	12,627	1,206,769	1.0	44,337	352	44,689	407,747	10.9
Flagship National Bank of Miami	11,458	15,170	26,628	622,769	1.8	11,072	0	11,072	581,841	1.9
Florida National Bank, Orlando	10,691	0	10,691	115,572	9.3	0	0	0	0	
Barnett Bank of Central Florida, Winter Park	10,160	0	10,160	449,506	2.3	29,679	1,617	31,296	212,981	13.9
GEORGIA										
First National Bank of Atlanta	232,077	112,958	345,035	2,196,886	10.6	226,534	43,396	269,930	1,982,737	11.4
Citizens & Southern National Bank, Atlanta	214,594	83,050	297,644	2,910,590	7.4	354,945	76,083	431,028	2,851,843	12.4
Trust Company Bank, Atlanta	167,710	27,600	195,310	1,427,770	11.7	223,301	8,128	231,429	1,271,078	17.6
Bank of the South NA, Atlanta	61,290	18,289	79,579	747,347	8.2	72,557	17,550	90,107	715,899	10.1
Georgia Railroad Bank & Trust Co., Augusta	28,322	480	28,802	333,007	8.5	23,799	280	24,079	319,105	7.5
National Bank of Georgia, Atlanta	17,309	10,923	28,232	430,999	4.0	8,764	1,290	10,054	349,856	2.5
LOUISIANA										
First National Bank of Commerce, New Orleans	118,814	3,039	121,853	773,437	15.4	188,481	13,286	201,767	881,218	21.4
Capital Bank & Trust Co., Baton Rouge	67,339	16,062	83,401	356,434	18.9	73,440	9,646	83,086	325,683	22.5
American Bank & Trust Co., Baton Rouge	21,231	27,140	48,371	549,060	11.2	63,517	27,947	91,464	529,839	12.0
Whitney National Bank, New Orleans	56,251	5,546	61,797	1,639,886	3.7	59,600	6,324	65,924	1,412,171	4.2
Hibernia National Bank, New Orleans	41,019	5,532	46,551	824,372	5.0	51,964	5,054	57,018	783,202	6.6
Bank of New Orleans & Trust Co.	36,509	7,647	44,156	609,019	7.2	25,800	2,822	28,622	462,533	5.6
Louisiana National Bank, Baton Rouge	20,477	5,269	25,746	728,161	2.9	22,464	4,150	26,614	650,108	3.5
First National Bank of Jefferson Parish, Gretna	11,795	0	11,795	280,780	4.2	0	0	0	0	
American Bank & Trust Co., New Orleans	10,824	249	11,073	344,969	3.1	21,571	593	22,164	177,374	12.2
MISSISSIPPI										
First National Bank, Jackson	66,858	12,387	79,245	1,071,935	6.2	83,649	14,654	98,303	1,030,382	8.1
Deposit Guaranty National Bank, Jackson	48,864	18,568	67,432	1,268,175	3.9	63,420	15,911	79,331	1,148,589	5.5
Mississippi Bank, Jackson	17,921	19,843	37,764	247,260	7.2					
TENNESSEE										
First American Bank of Nashville NA	69,393	7,255	76,568	1,198,280	5.8	13,994	12,102	26,096	237,240	5.9
Third National Bank, Nashville	58,230	11,195	69,425	1,070,253	5.4	72,988	11,430	84,418	1,142,202	6.4
American National Bk & Tr Co., Chattanooga	42,832	0	42,832	578,050	7.4	76,462	17,506	93,968	1,051,715	7.3
Commerce Union Bank, Nashville	38,434	7,831	46,265	1,022,860	3.8	65,832	0	65,832	561,904	11.7
First Tennessee Bank NA, Chattanooga	30,531	11	30,542	372,597	8.2	35,798	9,104	44,902	934,711	3.8
United Southern Bank, Nashville	22,876	41,822	64,700	182,035	14.0	32,901	22	32,923	357,871	9.2
Park National Bank, Knoxville	18,250	950	19,200	397,312	4.6	26,921	35,227	62,148	160,453	16.8
United American Bank, Knoxville	15,094	27,978	43,072	565,695	2.7	26,241	1,882	28,123	375,294	7.0
First Eastern National Bank, Kingsport	12,822	305	13,127	276,158	4.6	26,899	32,770	59,669	531,778	5.1
						0	0	0	0	

(a)—Based on the Report of Condition, or Call Report, submitted by banks to the Federal regulatory agencies. Data are for the bank and its domestic subsidiaries only are taken from Schedule F — Deposits of the Call Report. Data for June 30, 1982, are based on American Banker's new definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due other U.S. commercial banks, and deposits due the foreign branches of other U.S. banks (or the sum of items I.d, 5.b, and 6.a from Schedule F). Data for June 30, 1981, are based on American Banker's old definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due the U.S.branches and agencies of foreign banks, and deposits due other U.S. commercial banks (or the sum of items I.d, 5.a, and 5.b from Schedule F). ‡— Demand deposits due foreign banks in domestic and Edge banking subsidiaries plus time and savings deposits due all banks in domestic and Edge banking subsidiaries.

1982 CORRESPONDENT BANKING SURVEY

BANKS WITH DEMAND DEPOSITS DUE TO U.S. BANKS of $10,000,000 OR MORE (,000's omitted in $ figures) (a)

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	June 30, 1982					June 30, 1981				
	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks ‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $
FEDERAL RESERVE DISTRICT 7										
ILLINOIS										
First National Bank of Chicago	813,802	1,513,332	2,327,134	12,757,662	9.4	1,032,736	576,523	1,609,259	11,167,022	9.2
Continental Illinois Nat'l Bank & Trust Co., Chicago	790,827	2,308,167	3,098,994	14,530,549	5.4	1,089,094	1,196,786	2,285,880	13,637,197	8.0
Northern Trust Co., Chicago	300,656	173,411	473,466	3,174,432	9.5	434,131	137,590	571,721	3,015,911	14.4
Harris Trust & Savings Bank, Chicago	239,719	58,601	298,320	3,187,788	7.5	189,487	46,100	235,587	3,319,285	5.7
American National Bank & Trust Co., Chicago	218,249	6,431	225,680	1,460,379	14.9	101,935	3,956	105,891	1,269,704	8.0
LaSalle National Bank, Chicago	27,720	57,045	84,765	784,124	3.5	28,608	35,231	63,839	737,277	3.9
Commercial National Bank of Peoria	23,735	0	23,735	314,008	7.6	18,007	0	18,007	315,957	5.7
Drovers Bank, Chicago	15,063	2,118	17,181	175,964	8.8	18,179	4,150	22,329	175,649	10.3
Central National Bank, Chicago	15,032	3,474	18,506	370,807	4.1	19,855	6,366	26,221	438,523	4.5
INDIANA										
Indiana National Bank, Indianapolis	195,514	14,774	210,288	1,663,392	11.8	178,325	16,930	195,255	1,650,768	10.8
American Fletcher National B & T Co., Indianapolis	68,553	38,003	96,556	1,650,393	3.5	95,712	28,857	124,569	1,603,708	6.0
Merchants National Bank & Trust Co., Indianapolis	38,563	94,460	133,023	1,357,218	2.8	49,626	55,516	105,142	1,129,435	4.4
Lincoln National Bank & Trust Co., Fort Wayne	19,524	0	19,524	513,152	3.8	27,789	179	27,968	494,010	5.6
IOWA										
Merchants National Bank, Cedar Rapids	75,823	9,943	85,566	366,036	20.7	87,288	7,445	94,733	332,537	26.2
Iowa-Des Moines National Bank	53,778	14,856	68,634	594,315	9.0	52,751	35,093	87,844	655,143	8.1
United Central Bank of Des Moines NA	42,877	4,319	47,196	236,477	18.1	42,153	6,611	48,764	233,807	18.0
Bankers Trust Co., Des Moines	41,965	5,413	47,378	432,770	9.7	48,978	4,842	53,820	422,443	11.6
Security National Bank, Sioux City	40,757	1,043	41,800	234,076	17.4	37,304	51	37,355	215,109	17.3
National Bank of Waterloo	23,810	0	23,810	180,061	13.2	25,613	100	25,713	155,993	16.4
Toy National Bank, Sioux City	19,758	21	19,779	124,510	15.9	20,739	120	20,859	124,228	16.7
Davenport Bank & Trust Co.	15,980	700	16,680	388,724	4.1	47,944	2,000	49,944	389,262	12.3
First National Bank, Sioux City	15,195	0	15,195	132,969	11.4	20,452	0	20,452	132,009	15.5
MICHIGAN										
National Bank of Detroit	266,066	27,833	293,919	6,674,036	4.4	256,376	52,175	308,551	6,614,963	3.9
Manufacturers National Bank, Detroit	70,488	24,170	94,658	3,227,908	2.2	69,479	11,915	81,394	3,137,844	2.2
Michigan National Bank, Detroit	58,209	736	58,944	1,389,517	4.0	58,257	1,004	59,261	1,448,117	4.0
City National Bank, Detroit	37,829	2,227	40,056	734,848	5.1	10,182	3,263	13,445	741,406	1.4
Detroit Bank & Trust Co.	34,732	5,748	40,480	3,644,558	1.0	41,055	7,314	48,369	3,486,908	1.2
Michigan National Bank, Lansing	26,277	416	26,627	1,412,269	2.0	36,952	937	37,889	1,353,029	2.7
Union Bank & Trust Co. NA, Grand Rapids	18,818	0	18,818	492,328	3.8	23,939	0	23,939	483,049	5.0
WISCONSIN										
First Wisconsin National Bank, Milwaukee	205,347	46,672	252,019	1,966,759	10.5	176,513	28,790	205,303	1,792,197	9.8
M&I Marshall & Ilsley Bank, Milwaukee	105,791	306	106,097	772,749	13.6	101,434	2,090	103,524	703,275	14.4
Marine National Exchange Bank, Milwaukee	80,459	4,314	84,773	1,035,773	8.1	42,645	14,077	56,722	529,755	8.0
Heritage Bank, Milwaukee	19,792	0	19,792	80,648	24.6	14,448	0	14,448	99,507	14.5
Kellogg-Citizens National Bank, Green Bay	19,749	2,000	21,749	241,238	8.5	18,579	1,790	20,369	240,834	7.7
First Bank NA, Milwaukee	13,831	4,535	18,366	448,397	3.1	14,863	3,726	18,589	436,387	3.4
FEDERAL RESERVE DISTRICT 8										
ARKANSAS										
Worthen Bank & Trust Co. NA, Little Rock	49,775	1,557	51,332	459,668	9.7	61,025	4,450	65,475	438,279	13.9
Commercial National Bank, Little Rock	28,889	2,606	31,495	278,795	10.2	41,504	1,756	43,260	285,435	14.5
First National Bank, Little Rock	26,292	1,635	28,927	297,127	9.5	32,312	1,615	33,927	267,398	12.1
Union National Bank, Little Rock	15,788	2,438	18,226	267,491	6.9	36,277	1,288	37,565	301,778	12.0
ILLINOIS										
First National Bank, Belleville	15,797	238	16,037	212,554	7.4	13,066	754	13,820	197,916	6.6
INDIANA										
Old National Bank, Evansville	22,480	3,402	25,882	496,506	5.2	20,745	8,265	29,010	407,526	5.1
Citizens National Bank, Evansville	19,218	3,682	23,481	439,569	4.4	20,511	5,587	26,098	389,413	5.3
KENTUCKY										
Citizens Fidelity Bank & Trust Co., Louisville	189,190	26,597	215,787	1,422,746	13.3	214,646	63,030	277,676	1,373,862	15.6
Liberty National Bank & Trust Co., Louisville	19,877	6,582	26,459	764,486	11.9	119,105	14,824	133,929	734,613	16.2
First National Bank, Louisville	79,940	90,272	170,212	1,604,974	5.0	132,810	97,872	230,682	1,482,590	9.0
United Kentucky Bank, Inc., Louisville	14,561	8,838	23,399	270,347	5.3	22,138	4,301	26,439	272,390	8.1
MISSOURI										
Mercantile Trust Co. NA, St. Louis	170,656	140,818	311,474	1,709,265	10.0	264,479	85,163	349,642	1,667,044	15.9
Centerre Bank NA, St. Louis	168,823	136,018	305,080	1,844,362	9.2	161,609	137,835	299,444	1,753,713	9.2
Boatmen's National Bank, St. Louis	182,651	15,566	198,217	564,244	26.7	128,319	20,577	148,896	583,568	22.0
Bank of St. Louis	36,307	10,778	49,085	213,581	17.9	38,586	8,649	47,235	212,036	18.2
Boatmen's Union National Bank, Springfield	23,290	550	23,840	207,011	11.3	30,267	1,185	31,452	189,582	16.0
Commerce-Manchester Bank, St. Louis	16,727	0	16,727	135,517	12.3	20,434	0	20,434	145,252	14.1
TENNESSEE										
First Tennessee Bank NA, Memphis	164,660	8,082	172,942	1,444,430	11.4	118,391	4,555	122,946	1,350,085	8.8
Union Planters National Bank, Memphis	49,711	5,282	54,993	925,005	5.4	49,496	2,760	52,256	838,450	5.9
National Bank of Commerce, Memphis	26,586	3,085	29,671	576,920	4.6	25,647	10,823	36,470	555,201	4.6
FEDERAL RESERVE DISTRICT 9										
MINNESOTA										
Northwestern National Bank, Minneapolis	217,804	73,777	291,581	2,279,094	9.6	209,907	125,887	335,794	2,393,513	8.8
First National Bank, Minneapolis	180,838	74,218	255,157	2,062,204	8.9	170,346	67,878	238,224	1,844,825	9.2
First National Bank, St. Paul	176,683	106,845	283,527	2,087,268	8.4	111,294	32,432	143,726	1,745,306	6.4
American National Bank & Trust Co., St. Paul	36,930	8,422	45,350	256,556	14.4	42,519	18,327	60,846	258,897	16.4
Midway National Bank, St. Paul	31,978	300	32,278	162,982	20.9	34,206	0	34,206	150,155	22.8
F&M Marquette National Bank, Minneapolis	30,914	11,614	42,528	994,465	3.1	44,545	6,504	51,049	217,783	20.5
Midland National Bank, Minneapolis	11,066	3,472	14,567	196,418	5.6	16,854	1,218	18,072	194,134	8.7
MONTANA										
Security Bank NA, Billings	16,844	500	17,344	203,745	8.3	17,416	555	17,971	187,286	9.3
NORTH DAKOTA										
Bank of North Dakota, Bismarck	28,332	0	28,332	549,847	5.2	25,878	0	25,878	518,182	5.0
WISCONSIN										
First Wisconsin National Bank, Eau Claire	15,036	178	15,183	142,877	10.6	19,029	0	19,029	137,830	13.8

(a)—Based on the Report of Condition, or Call Report, submitted by banks to the Federal regulatory agencies. Data are for the bank and its domestic subsidiaries only are taken from Schedule F — Deposits of the Call Report. Data for June 30, 1982, are based on American Banker's new definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due other U.S. commercial banks, and deposits due the foreign branches of other U.S. banks (or the sum of items I.d, 5.b, and 5.a from Schedule F). Data for June 30, 1981, are based on American Banker's old definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due the U.S. branches and agencies of foreign banks, and deposits due other U.S. commercial banks (or the sum of items I.d, 5.a, and 5.b from Schedule F). ‡— Demand deposits due foreign banks in domestic and Edge banking subsidiaries plus time and savings deposits due all banks in domestic and Edge banking subsidiaries.

1982 CORRESPONDENT BANKING SURVEY

BANKS WITH DEMAND DEPOSITS DUE TO U.S. BANKS of $10,000,000 OR MORE (,000's omitted in $ figures) (a)

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	June 30, 1982					June 30, 1981				
	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks ‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $
FEDERAL RESERVE DISTRICT 10										
COLORADO										
United Bank of Denver NA	135,863	53,536	189,399	1,316,849	10.3	172,038	19,607	191,645	1,339,048	12.8
First National Bank of Denver	123,339	11,561	134,900	1,335,115	9.2	231,612	16,649	248,261	1,251,692	18.5
Colorado National Bank, Denver	111,221	47,936	159,157	866,856	13.0	105,224	15,184	120,408	732,103	14.4
Central Bank of Denver	84,551	69,082	153,633	775,002	10.9	74,852	4,923	79,775	735,430	10.2
Denver National Bank	75,441	14,398	89,839	241,306	31.3	94,355	11,411	105,766	238,556	39.6
First Interstate Bank of Denver NA	15,609	5,930	21,539	237,709	6.6	28,942	5,218	34,160	208,141	13.9
KANSAS										
Fourth National Bank & Trust Co., Wichita	63,456	6,324	69,780	635,791	10.0	70,962	10,451	81,413	662,880	10.7
Commercial National Bank, Kansas City	32,177	755	32,932	192,205	16.7	30,398	861	31,259	190,930	15.9
Hutchinson National Bank & Trust Co	26,156	200	26,356	136,454	19.2	33,981	0	33,981	59,662	57.0
First National Bank, Wichita	22,796	0	22,796	351,379	6.5	28,938	0	28,938	361,161	8.0
Security National Bank, Kansas City	18,079	2,004	20,083	144,781	12.5	20,092	740	20,832	148,534	13.5
First National Bank, Topeka	16,727	0	16,727	228,606	7.3	25,026	0	25,026	226,805	11.0
First National Bank, Hutchinson	15,543	0	15,543	111,381	14.0	11,969	0	11,969	104,751	11.4
Union National Bank, Wichita	15,116	182	15,298	195,892	7.7	14,067	0	14,067	211,537	6.6
Merchants National Bank, Topeka	13,288	0	13,288	154,669	8.6	12,131	1,432	13,563	166,428	7.3
First National Bank & Trust Co., Salina	10,583	0	10,583	103,073	10.3	10,058	0	10,058	97,161	10.4
MISSOURI										
Commerce Bank of Kansas City NA	108,566	9,363	117,929	649,569	16.7	137,888	11,698	149,586	725,741	19.0
First National Bank, Kansas City	92,189	15,579	107,768	655,689	14.1	125,223	9,598	134,821	734,113	17.1
United Missouri Bank of Kansas City NA	81,317	6,604	87,921	790,780	10.3	81,738	16,565	98,303	744,981	11.0
Centerre Bank of Kansas City NA	36,683	4,668	41,351	218,933	16.8	20,350	7,997	28,347	193,723	10.5
Boatmen's Bank & Trust Co., Kansas City	27,647	1,271	28,918	171,970	16.1	14,337	7,009	21,346	153,044	9.4
First National Bank of St. Joseph	18,185	0	18,185	203,030	9.0	16,773	0	16,773	156,576	10.7
NEBRASKA										
Omaha National Bank	76,190	6,659	82,849	589,459	12.9	71,371	6,835	78,206	541,157	13.2
First National Bank & Trust Co., Lincoln	69,691	2,337	72,028	469,019	14.9	68,427	2,354	70,781	421,012	16.3
United States National Bank, Omaha	52,909	1,801	54,710	363,004	14.6	48,854	2,645	51,499	363,184	13.5
First National Bank, Omaha	42,950	12,758	55,708	356,419	12.1	60,949	7,856	68,805	356,234	17.1
National Bank of Commerce T&S Assn., Lincoln	40,194	1,870	42,064	243,169	16.5	51,360	4,428	55,788	240,429	21.4
NEW MEXICO										
First National Bank, Albuquerque	22,960	0	22,960	510,988	4.5	26,654	0	26,654	458,305	5.8
Albuquerque National Bank	11,802	9	11,811	842,902	1.4	10,290	7	10,297	753,782	1.4
OKLAHOMA										
First National Bank & Trust Co., Oklahoma City	134,086	13,440	147,526	1,900,004	7.1	135,945	6,299	142,244	1,505,992	9.0
Liberty National Bank & Trust Co., Oklahoma City	88,851	69,136	157,987	1,591,028	5.6	100,553	75,637	176,190	1,417,839	7.1
Bank of Oklahoma NA, Tulsa	87,389	45,317	132,706	1,046,774	8.3	122,302	41,090	163,392	957,029	12.8
United Oklahoma Bank, Oklahoma City	78,326	9,161	87,487	204,474	38.3	50,086	7,953	58,039	161,316	31.0
Fidelity Bank NA, Oklahoma City	48,462	64,552	113,014	650,784	7.4	52,986	24,699	77,685	497,733	10.6
First National Bank & Trust Co., Tulsa	27,440	11,733	39,173	1,019,255	2.7	28,307	3,746	32,053	840,768	3.4
FEDERAL RESERVE DISTRICT 11										
LOUISIANA										
First National Bank, Shreveport	46,422	1,128	47,550	687,095	6.8	36,535	2,700	39,235	623,607	5.9
Commercial National Bank, Shreveport	41,605	9,666	51,271	669,121	6.2	47,591	3,913	51,504	602,929	7.9
Central Bank, Monroe	23,697	972	24,669	303,739	7.8	26,859	0	26,859	299,721	9.0
Ouachita National Bank, Monroe	13,975	262	14,237	377,491	3.7	20,475	1	20,476	370,624	5.5
Bossier Bank & Trust Co., Bossier City	11,320	46,920	58,240	281,215	4.0	10,316	29,106	39,422	232,043	4.4
TEXAS										
InterFirst Bank Dallas NA	535,027	29,247	564,274	5,253,195	10.2	557,117	26,096	583,213	4,673,427	11.9
RepublicBank Dallas NA	356,417	126,761	483,178	4,622,945	7.7	362,702	210,001	572,703	4,026,461	9.0
Texas Commerce Bank NA, Houston	327,597	187,553	515,150	4,437,378	7.4	302,361	216,581	518,942	3,308,143	9.1
First City National Bank, Houston	273,464	92,843	366,307	4,841,717	5.6	311,111	121,107	432,218	3,958,648	7.9
Mercantile National Bank, Dallas	266,210	81,233	347,443	2,371,717	11.2	256,630	95,836	352,466	1,991,677	12.9
Bank of the Southwest NA, Houston	196,934	31,821	228,755	1,532,850	12.8	137,629	42,985	180,614	1,277,953	10.8
Allied Bank of Texas, Houston	181,914	109,597	291,511	1,459,774	12.5	161,400	123,340	284,740	1,145,806	14.1
Texas Commerce Bank-Dallas NA	116,890	2,620	119,510	223,616	52.3	83,617	1,870	85,487	198,099	42.2
Fort Worth National Bank	112,920	43,582	156,502	1,180,519	9.6	84,722	80,367	165,089	1,188,195	7.1
First City Bank, Dallas	87,373	68,351	155,724	655,577	13.3	65,636	50,006	115,642	528,166	12.4
First National Bank, Midland	69,471	119,067	188,538	1,479,708	4.7	62,872	84,755	147,627	1,103,039	5.7
InterFirst Bank Houston NA	60,454	31,793	98,247	719,831	8.2	108,084	60,702	168,786	684,549	15.8
First State Bank, Abilene	58,989	72,489	131,478	435,557	13.5	53,573	69,525	123,098	369,684	14.5
El Paso National Bank	56,364	15,866	72,230	588,064	9.6	27,029	5,745	32,774	478,896	5.6
National Bank of Commerce, Dallas	53,353	94,702	148,055	602,526	8.9	53,172	70,921	124,093	448,195	11.9
Capital Bank NA, Houston	49,503	69,167	118,670	606,805	8.2	57,589	55,476	113,065	586,322	9.8
First National Bank, Fort Worth	48,880	24,456	73,336	1,030,085	4.7	73,342	86,935	160,277	1,068,988	6.9
Austin National Bank	46,408	15,292	61,701	808,058	5.7	55,212	14,932	70,144	744,482	7.4
Corpus Christi National Bank	42,592	15,388	57,980	458,938	9.3	44,124	20,875	64,999	394,959	11.2
Texas Commerce Bank-Austin NA	37,532	34,416	71,947	703,783	5.3	31,640	27,909	59,549	631,232	5.0
RepublicBank NA, Houston	34,162	0	34,162	958,758	3.6	27,637	25,104	52,741	822,115	3.4
Frost National Bank, San Antonio	32,720	17,116	49,836	1,123,045	2.9	54,114	19,408	73,522	976,809	5.5
National Bank of Commerce, San Antonio	32,357	2,950	35,307	772,137	4.2	40,036	3,356	43,392	661,088	6.1
State National Bank, El Paso	30,901	15,118	46,019	554,420	5.6	24,397	5,662	30,059	450,626	5.4
Amarillo National Bank	30,272	9,062	39,334	424,804	7.1	24,893	9,590	34,483	360,241	6.9
Peoples National Bank, Tyler	28,038	7,734	35,772	322,090	8.7	20,270	11,546	31,816	285,280	7.1
Continental National Bank, Fort Worth	26,115	27,901	54,016	530,179	4.9	39,776	31,835	71,611	512,513	7.8
First National Bank, Amarillo	24,314	31,381	55,695	615,053	4.0	34,191	25,641	59,832	529,677	6.5
Midland National Bank	23,368	7,631	30,999	383,956	6.1	0	0	0	0	
Alamo National Bank, San Antonio	22,231	3,172	25,403	444,856	5.0	20,277	6,693	26,970	375,149	5.4
Southern National Bank, Houston	21,956	28,339	50,295	263,602	8.3	26,378	20,539	46,917	255,557	10.3
Unitedbank-Houston	21,382	25,956	47,338	192,043	11.1	13,543	0	13,543	154,880	8.7
Cullen Center Bank & Trust Co., Houston	21,144	60,857	82,001	447,525	4.7	19,034	77,910	96,944	411,574	4.6
Fannin Bank, Houston	21,053	14,391	35,444	411,844	5.1	17,808	25,98[illegible]	43,793	372,480	4.8
American National Bank, Austin	19,706	7,356	27,061	325,815	6.1	22,782	6,103	28,885	360,123	6.3
First National Bank, Waco	18,968	7,535	26,503	228,710	8.3	19,888	5,917	25,805	215,353	9.2
Victoria Bank & Trust Co.	17,998	19,418	37,417	445,697	4.0	26,545	22,431	48,976	401,646	6.6
First-Wichita National Bank, Wichita Falls	17,081	10,952	28,033	369,250	4.6	14,711	3,231	17,942	328,663	4.5

(a)—Based on the Report of Condition, or Call Report, submitted by banks to the Federal regulatory agencies. Data are for the bank and its domestic subsidiaries only are taken from Schedule F — Deposits of the Call Report. Date for June 30, 1982, are based on American Banker's new definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due other U.S. commercial banks, and deposits due the foreign branches of other U.S. banks (or the sum of items I.d, 5.b, and 6.a from Schedule F). Data for June 30, 1981, are based on American Banker's old definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due the U.S.branches and agencies of foreign banks, and deposits due other U.S. commercial banks (or the sum of items I.d, 5.a, and 5.b from Schedule F). ‡— Demand deposits due foreign banks in domestic and Edge banking susidiaries plus time and savings deposits due all banks in domestic and Edge banking subsidiaries.

1982 CORRESPONDENT BANKING SURVEY

BANKS WITH DEMAND DEPOSITS DUE TO U.S. BANKS of $10,000,000 OR MORE (.000's omitted in $ figures) (a)

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	June 30, 1982					June 30, 1981				
	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $	Demand Dep. Due to U.S. Banks $	Due to Banks Other Dep. Due to All Banks‡ $	Total Dep. Due to All Banks $	Total Deposits $	D. to B. to Total Dep. $
FEDERAL RESERVE DISTRICT 11 (Continued)										
TEXAS										
Citizens National Bank, Waco	16,466	5,649	22,115	257,783	6.4	21,485	21,505	42,990	236,029	9.1
First National Bank, Lubbock	14,469	23,310	37,779	383,562	3.8	12,018	43,757	55,775	378,985	3.2
Lubbock National Bank	14,171	5,730	19,901	343,168	4.1	35,172	6,308	41,480	331,085	10.6
First City Bank of Corpus Christi	13,317	10,450	23,767	289,598	4.6	16,401	18,875	35,276	111,278	14.7
Preston State Bank, Dallas	12,622	1,700	14,322	388,068	3.3	11,347	4,800	16,147	345,692	3.3
American National Bank, Amarillo	11,966	3,500	15,466	197,222	6.1	7,736	3,450	11,186	178,157	4.3
Citizens First National Bank, Tyler	10,615	10,607	21,222	243,414	4.4	9,216	18,537	27,753	231,208	4.0
FEDERAL RESERVE DISTRICT 12										
ARIZONA										
Valley National Bank, Phoenix	58,069	19,254	77,323	5,332,377	1.1	56,571	12,188	68,759	4,934,391	1.1
First Interstate Bank of Arizona NA, Phoenix	15,281	950	16,231	3,425,395	0.4	7,969	1,591	9,560	3,125,756	0.3
United Bank of Arizona, Phoenix	11,183	309	11,492	741,313	1.5	11,068	2,513	13,581	627,342	1.8
CALIFORNIA										
Bank of America NT&SA, San Francisco	366,728	5,300,019	5,666,747	54,804,895	0.7	355,724	1,082,922	1,438,646	51,175,384	0.7
Crocker National Bank, San Francisco	353,219	564,792	918,011	13,798,056	2.6	410,806	73,213	484,019	11,312,119	3.6
Security Pacific National Bank, Los Angeles	328,606	635,076	963,682	19,025,958	1.7	374,031	108,600	482,631	17,522,699	2.1
First Interstate Bank of California, Los Angeles	327,706	168,023	495,729	11,967,938	2.7	339,375	98,560	437,935	10,714,081	3.2
Wells Fargo Bank NA, San Francisco	217,463	513,129	730,592	14,590,347	1.5	219,977	90,290	310,267	14,196,185	1.5
Union Bank, Los Angeles	169,367	38,401	207,768	4,264,208	4.0	167,425	90,808	258,233	4,134,332	4.0
Community Bank, Huntington Park	53,281	16,562	69,843	400,975	13.3	65,585	4,303	69,888	409,902	16.0
Bank of California NA, San Francisco	23,532	70,338	93,870	1,742,416	1.4	47,956	38,379	86,335	1,832,897	2.6
Lloyds Bank California, Los Angeles	17,434	3,681	21,115	2,132,835	0.8	8,145	5,126	13,271	2,210,679	0.4
OREGON										
United States National Bank, Portland	82,641	2,094	84,735	3,758,355	2.2	59,054	1,896	60,950	3,603,651	1.6
First Interstate Bank of Oregon NA	45,451	7,171	52,622	3,418,321	1.3	45,125	4,682	49,807	3,526,756	1.3
Oregon Bank, Portland	24,348	854	25,202	700,282	3.5	19,943	631	20,574	675,058	3.0
UTAH										
First Security Bank of Utah NA, Ogden	20,825	47	20,872	1,672,328	1.2	32,535	148	32,683	1,485,678	2.2
Zions First National Bank, Salt Lake City	10,638	2,319	12,957	1,267,899	0.8	12,097	7,285	19,382	1,284,661	0.9
Continental Bank & Trust Co., Salt Lake City	10,490	0	10,490	179,680	5.8	13,658	0	13,658	199,838	6.8
WASHINGTON										
Peoples National Bank of Washington, Seattle	68,528	616	69,144	1,392,473	4.9	60,052	938	60,990	1,204,375	5.0
Seattle-First National Bank	64,908	264,875	329,783	7,701,434	0.8	87,841	129,179	217,020	6,417,352	1.4
Rainier National Bank of Washington, Seattle	29,824	33,528	63,352	3,902,755	0.8	42,430	36,638	79,068	3,600,527	1.2
Old National Bank of Washington, Spokane	12,740	29	12,769	1,020,499	1.2	14,494	1,412	15,906	1,011,536	1.4

(a)—Based on the Report of Condition, or Call Report, submitted by banks to the Federal regulatory agencies. Data are for the bank and its domestic subsidiaries only are taken from Schedule F — Deposits of the Call Report. Data for June 30, 1982, are based on American Banker's new definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due other U.S. commercial banks, and deposits due the foreign branches of other U.S. banks (or the sum of items I.d, 5.b, and 6.a from Schedule F). Data for June 30, 1981, are based on American Banker's old definition of deposits due U.S. banks, which is the sum of the following: deposits due mutual savings banks, deposits due the U.S.branches and agencies of foreign banks, and deposits due other U.S. commercial banks (or the sum of items I.d, 5.a, and 5.b from Schedule F). ‡—Demand deposits due foreign banks in domestic and Edge banking susidiaries plus time and savings deposits due all banks in domestic and Edge banking subsidiaries.

Interbank Deposits in All Commercial Banks (a)

(Dollar amounts are in $ millions)

Date	Demand Deposits Due to Domestic Bks(b)	Demand Deposits Due to Fgn Bks.(c)	Time & Savings Dep. Due to Domestic Bks(b)	Time & Savings Dep. Due to Fgn Bks.(c)	Total Dep. Due to Bks.(d)	Total Deposits(e)	% of Interbank Demand to Total (f)	Number of Commercial Banks
12/31/50	$12,102(g)	$1,476	$143(g)	$318	$14,039(g)	$155,265	7.79	14,121
12/31/55	13,512(g)	1,546	264(g)	1,321	16,643(g)	192,254	7.03	13,716
12/31/60	15,453(g)	1,627	314(g)	1,484	18,878(g)	229,843	6.72	13,472
12/31/65	16,794(h)	1,632	719(h)	289	19,434	331,358	5.07	13,904
12/31/70	27,443(h)	3,166	1,690(h)	285	32,584	480,940	5.71	13,686
12/31/75	35,093(h)	6,719	10,067(h)	1,957	53,836	786,532	4.46	14,633
12/31/80	48,382(h)	9,982	8,092(h	1,593	68,049	1,192,246	4.06	14,870
6/30/81	53,425(h)	9,953	11,119(h)	1,533	76,030	1,222,597	4.37	14,719
12/31/81	30,538(i)	13,462	13,627(i)	10,556	68,183	1,277,792	2.39	14,744
6/30/81	45,530(i)	25,341	10,927(i)	7,532	89,330	1,222,597	3.72	14,719
6/30/82	26,157(i)	11,851	17,861(i)	15,366	71,235	1,303,385	2.01	14,736

*(a)—Data from Federal Reserve Board and Federal Deposit Insurance Corporation. Data are based on call reports for banks and their domestic subsidiaries. Since 12/31/78, data are based on the call reports of medium and large banks only. (b)—Includes commercial banks and mutual savings banks. (See footnotes (h) and (i) for further details.) (c)—Until 6/30/82, included only the following two deposit items from Schedule F of the domestic Report of Condition: 'deposits of foreign branches of U.S. banks' (item 6a) and 'deposits of banks in foreign countries' (item 6b). Since 6/30/82, American Banker redefined 'Deposits Due Foreign Banks' to include 'deposits of foreign governments and official institutions' (Sch. F, item 4) and 'deposits due U.S. branches and agencies of foreign banks' (Sch. F, item 5a). Excluded from the new definition is 'deposits due the foreign branches of U.S. banks' (item 6a), which is now included in 'Deposits Due Domestic Banks.' In addition, now included in 'Deposits Due Foreign Banks' are Edge Act banks' 'deposits due U.S. banks', 'deposits due foreign banks', and 'deposits due foreign governments and official institutions'. (The Edge banking components are shown separately in the table on page 10A.) (d)—Since 6/30/82, 'Total Deposits Due Banks' reflects changes in definition of 'Deposits Due Foreign Banks' described in footnote (c) above. (e) —Total deposits in domestic offices of all medium and large banks only. Does not include Edge banking deposits. Total Edge deposits are shown in the table on page 10A. (f)— Ratio of demand deposits due domestic banks to total domestic deposits. (g)— Excludes deposits due mutual savings banks which were not available. (h)—The sum of the following items from Schedule F: item 1d—deposits of mutual savings banks; item 5a—deposits of the U.S. branches and agencies of foreign banks; and item 5b—Deposits of other U.S. commercial banks (i)—The sum of the following items from Schedule F: item Id—deposits of mutual savings banks; item 5b— deposits of other U.S. commercial banks; and item 6a—deposits due foreign branches of U.S. banks. **Note: data for 12/31/81 and 6/30/81 have been RESTATED to conform to the new definitions. See footnote (i) to identify the restated data for 6/30/81.***

DEPOSITS DUE TO FOREIGN BANKS (a)

Ranked by Size of Demand Deposits Due to Foreign Banks

Banks with Demand Deposits Due to Foreign Banks of $10 million or More

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Rank 6/30/82		Demand Deposits Due to Foreign Banks 6/30/82 (In thousands of $)	6/30/81	Rank 6/30/81	Gain (In thousands of $)	Time and Savings Deposits Due Foreign Banks 6/30/82	6/30/81
1	Manufacturers Hanover Trust Co., New York (b)	1,222,022	2,765,123	3	+ 2	1,594,514	476,548
2	Citibank NA, New York (b)	1,199,792	3,020,370	2		1,520,000	177,930
3	Bankers Trust Co., New York (b)	1,175,469	1,577,461	7	+ 4	581,483	313,152
4	Chase Manhattan Bank NA, New York (b)	1,123,553	2,193,242	4		646,182	1,074,547
5	Irving Trust Co., New York (b)	890,032	2,079,233	5		718,146	57,989
6	Morgan Guaranty Trust Co., New York (b)	874,268	3,969,057	1		932,161	480,467
7	Chemical Bank, New York (b)	845,704	1,611,650	6		603,083	205,083
8	Bank of America NT&SA, San Francisco (b)	525,687	1,486,590	8		2,917,690	2,218,207
9	Wells Fargo Bank NA, San Francisco (b)	377,970	237,882	14	+ 5	77,125	90,779
10	Marine Midland Bank NA, Buffalo, N.Y. (b)	281,106	289,658	12	+ 2	795,679	63,127
11	Philadelphia National Bank (b)	255,005	322,677	11		16,000	12,000
12	Crocker National Bank, San Francisco (b)	224,531	484,520	10		340,261	10,000
13	European American Bank & Trust Co., New York (b)	177,435	149,248	19	+ 6	186,310	90,810
14	Security Pacific National Bank, Los Angeles (b)	176,733	191,672	17	+ 3	325,396	196,419
15	First National Bank of Chicago (b)	157,050	236,266	15		853,134	247,968
16	Continental Illinois Natl Bank & Trust Co., Chicago (b)	154,329	1,475,425	9		510,316	341,375
17	First Interstate Bank of California, Los Angeles (b)	123,727	245,972	13		33,795	18,460
18	First National Bank of Boston (b)	92,630	158,935	18		11,195	49,280
19	Riggs National Bank, Washington, D.C. (b)	91,181	117,991	22	+ 3	52,924	29,315
20	Brown Brothers Harriman & Co., New York	82,603	73,565	28	+ 8	78,436	70,761
21	Industrial Bank of Japan Trust Co., New York	72,328	1,853	--		220,020	12,769
22	Bank of California NA, San Francisco (b)	65,684	78,631	27	+ 5	0	3,418
23	Mellon Bank NA, Pittsburgh (b)	58,176	203,264	16		28,500	9,426
24	Bank Leumi Trust Co., New York	54,816	43,126	37	+13	3	109
25	Texas Commerce Bank NA, Houston (b)	54,349	60,580	30	+ 5	0	0
26	Northern Trust Co., Chicago (b)	51,520	90,555	26		9,750	8,240
27	Southeast Bank NA, Miami	48,482	35,873	41	+ 14	0	0
28	First City National Bank, Houston	46,394	16,821	50	+ 22	0	108,261
29	J. Henry Schroder Bank & Trust Co., New York (b)	45,097	45,868	36	+ 7	153,105	113,847
30	Citizens & Southern National Bank, Atlanta (b)	44,715	60,112	31	+ 1	1,166	4,588
31	National Bank of North America, New York	41,219	94,066	24		644,235	10,005
32	Bank of New York (b)	41,061	69,935	29		98,803	48,991
33	American Security Bank NA, Washington, D.C. (b)	39,634	34,644	43	+ 10	80,190	8,678
34	Seattle-First National Bank	34,759	53,370	35	+ 1	28,621	50,383
35	LaSalle National Bank, Chicago	33,101	.....	--		27,389	.....
36	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C. (b)	29,681	36,317	40	+ 4	0	0
37	Girard Bank, Philadelphia (b)	28,887	55,674	32		1	1
38	Republic National Bank, New York (b)	27,793	99,237	23		163,061	15,366
39	First National Bank, Minneapolis (b)	26,218	34,785	42	+ 3	0	0
40	Rainier National Bank, Seattle (b)	25,362	31,879	44	+ 4	5,400	4,650
41	InterFirst Bank Dallas NA (b)	25,247	123,237	21		4,000	0
42	Fidelity Bank, Philadelphia (b)	23,985	54,977	33		3,294	4,683
43	Harris Trust & Savings Bank, Chicago (b)	23,339	125,536	20		8,800	2,500
44	North Carolina National Bank, Charlotte (b)	23,251	54,873	34		11,000	54,650
45	Israel Discount Bank of New York	22,781	39,403	38		128	225
46	Shawmut Bank of Boston NA (b)	21,192	20,536	49	+ 3	1,793	0
47	RepublicBank Dallas NA	20,386	22,680	47		0	0
48	Pittsburgh National Bank (b)	19,591	15,935	51	+ 3	0	15,000
49	National Bank of Detroit	18,895	26,031	45		0	0
50	First Wisconsin National Bank, Milwaukee (b)	18,763	37,421	39		7,000	11,000
51	Valley National Bank, Phoenix, Ariz.	18,186	13,011	56	+ 5	0	0
52	Frost National Bank, San Antonio, Tex.	16,316	14,486	55		0	0
53	Bank of Canton of California, San Francisco	15,719	.....	--		39,000	.....
54	Flagship National Bank of Miami	15,370	15,525	52		0	1,500
55	First Pennsylvania Bank NA, Philadelphia	15,367	11,503	58	+ 3	5,700	8,200
56	Bank of Hawaii, Honolulu	14,573	8,736	--		1,200	0
57	Pan American Bank NA, Miami (b)	14,452	12,975	57		0	0
58	Sumitomo Bank of California, San Francisco	13,932	15,361	53		0	0
59	Atlantic Bank, New York	13,263	5,294	--		89,360	68,538
60	Bank of the Southwest NA, Houston	12,396	15,187	54		0	0
61	Laredo National Bank, Tex.	12,331	.....	--		0	.....
62	First National Bank, Brownsville, Tex.	11,055	.....	--		0	.....
63	Barclays Bank of New York	11,118	.....	--		0	.....
64	Central National Bank, Cleveland (b)	11,027	9,402	--		455	260
65	Daiwa Bank Trust Co., New York	10,964	7,668	--		19,750	82,788
66	Capital Bank, North Bay Village, Fla.	10,934	.....	--		2,190	.....
67	California Canadian Bank, San Francisco	10,858	8,721	--		165,316	25,475

(a)—Deposits due foreign banks are the sum of the following items from Schedule F — Deposits, of the Report of Condition, or Call Report, submitted by banks with foreign branches to the Federal regulatory agencies: deposits of foreign governments and official institutions (item 4) plus deposits due the U.S. branches and agencies of foreign banks (item 5.a.) plus deposits due banks in foreign countries (item 6.b.). In addition, for banks with Edge Act banking subsidiaries, the following deposits for the Edge and domestic branches are included from Schedule C — Deposits of the Report of Condition submitted by domestic offices (head offices and branches) of the Edges to the Federal Reserve Board: deposits of foreign governments and official institutions (items 1.B.—demand deposits and 2.B.—time and savings deposits, respectively); deposits due commercial banks in the U.S. (items 1.C. and 2.C.); and deposits due banks in foreign countries (items 1.D. and 2.D.).

NOTE: Deposits and ranks for 6/30/81 have been RESTATED to conform to the new definition of deposits due foreign banks outlined in footnote (a) above. For Edges with domestic branches, the deposit items were summed for the Edge head office and its domestic branches. For banks with more than one Edge subsidiary, the deposit items also were summed for their subsidiaries. The summed Edge deposits were then added to "deposits due foreign banks" in the bank and its domestic subsidiaries. The Edge banking components of deposits due foreign banks are shown separately in the table on page 12A.

Interbank Deposits in All Edge Subsidiaries (a)

(Dollar amounts are in $ millions)

Date	Demand Deposits Due Banks (b)	Breakdown of Demand Deposits Due Banks: Due Other U.S. Banks	Due Foreign Banks	Due Fgn Gov't and Off. Inst.	Time Savings Deposits Due Banks (b)	Time Deposits	% of Interbank Demand Total Dep. (c)	Number of Offices (d)
6/30/81	4,732.1	2,713.2	1,945.5	73.4	1,550.9	8,055.8	58.7	119
12/31/81	1,729.9	50.4	1,560.9	118.6	2,161.0	4,914.7	35.2	163
6/30/82	1,568.2	88.6	1,225.9	253.7	5,386.4	7,870.8	19.9	177

(a)—Data from the Federal Reserve Board are for Edge Act corporations engaged in banking plus their U.S.branches only.
(b)—Includes U.S. commercial banks, foreign banks, and foreign governments and official institutions.
(c)—Ratio of demand deposits due banks to total deposits.
(d)—Total of head offices plus U.S. branches.

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Edge Banking Subsidiary Component of Demand Deposits Due Foreign Banks (a)

A Geographical Listing of Banks with Edges and with $10 Million or More in Demand Deposits Due Foreign Banks on June 30, 1982 (b)

($,000)

Name of Banking Edge and Parent Bank	Dem. Dep. Due banks in Edge Act Subsidiaries (c) 6/30/82	6/30/81	Total Dem. Dep. Due Fgn. Banks in Bank Incl. Edge Sub. 6/30/82	6/30/81	Ratio of Edge DD Due Banks to Total Bank's DD Due Fgn. banks (in %) 6/30/82	6/30/81	Time and Savings Dep. Due Banks in Edge Act Subs. (c) 6/30/82	6/30/81
First Interstate Bank of California, Los Angeles	35,826	103,800	123,727	245,972	28.96	42.20	0	0
First Interstate International of California, Los Angeles								
Security Pacific National Bank, Los Angeles	81,126	107,645	176,733	191,672	45.90	56.16	23,396	1,919
Security Pacific International Bank, New York								
Bank of America NT & SA, San Francisco	366,025	1,250,929	525,697	1,486,590	69.63	84.15	877,873	123,816
BankAmerica International, Francisco								
Bank of California NA, San Francisco	25,337	29,962	65,684	78,631	38.57	38.10	0	0
Bank of California International, San Francisco								
Crocker National Bank, San Francisco	77,209	395,634	224,531	484,520	34.39	81.65	0	0
Crocker Bank International, New York (d)								
Wells Fargo Bank NA, San Francisco	318,033	373,811	377,970	237,882	84.14	73.07	0	6,086
Wells Fargo Bank International, San Francisco								
American Security Bank NA, Washington, D.C.	409	535	39,634	34,644	1.03	1.54	0	0
American Security Bank International, Miami								
Riggs National Bank, Washington, D.C.	298	0	91,181	117,991	0.33	0.00	20,299	0
Riggs International Banking Corp., Miami								
Pan American Bank NA, Miami	11,721	—	14,452	12,975	81.10	—	0	—
Pan American Bank International, Miami								
Citizens & Southern National Bank, Atlanta	30,381	34,831	44,715	60,112	67.94	57.94	1,168	4,588
Citizens & Southern International Bank, Miami(e)								
Continental Illinois National Bank & Trust Co., Chicago	95,556	1,408,293	154,329	1,475,425	61.92	95.45	20,052	49,550
Continental Bank International, Chicago								
First National Bank, Chicago	47,095	111,816	157,050	236,266	29.99	47.24	310,891	25,750
First Chicago International, Chicago								
Harris Trust & Savings Bank, Chicago	10,083	99,843	23,339	125,536	43.20	79.53	0	0
Harris Bank International Corp., New York								
Northern Trust Co., Chicago	34,188	68,163	51,520	90,556	66.36	75.27	0	0
Northern Trust International Banking Corp., New York(e)								
First National Bank of Boston	17,631	82,240	92,330	158,901	19.03	51.74	6,595	0
Bank of Boston International, New York(e)								
Shawmut Bank of Boston NA	371	0	21,192	20,536	1.75	0.00	1,793	0
Shawmut Boston International Banking Corp., Miami								
First National Bank, Minneapolis	15,521	21,220	26,216	34,785	59.20	61.00	0	0
First Bank International, New York								
Marine Midland Bank NA, Buffalo, N.Y.	2,227	3,970	281,106	289,656	0.79	1.37	400	0
Marine Midland Interamerican Bank, Miami								
Bankers Trust Co., New York	6,688	9,068	1,175,469	1,577,461	0.57	0.58	0	0
Bankers Trust International (Miami) Corp.(e)								
Bank of New York	10	—	41,081	69,835	0.02	—	517	—
Bank of New York International Inc., Miami								
Chase Manhattan Bank NA, New York	7,323	10,876	1,123,553	2,193,242	0.85	0.50	9,100	0
Chase Bank International, Newark, Del.								
Chemical Bank, New York	903	1,318	845,704	1,511,650	0.11	0.08	658	300
Chemical Bank International-North America, Miami								
Citibank NA, New York	11,792	29,981	1,199,792	3,020,370	0.98	0.99	0	0
Citibank International, Miami								
European American Bank & Trust Co., New York	1,207	509	177,435	149,248	0.68	0.34	290	0
European American Bank International, Miami								
Irving Trust Co., New York	25,867	15,866	890,032	2,079,233	2.91	0.75	1,144	1,000
Irving Trust Company International Miami								
Manufacturers Hanover Trust Co., New York	4,815	2,908	1,222,022	2,765,129	0.39	0.11	3,092	0
Manufacturers Hanover International Banking Corp., Miami								
Morgan Guaranty Trust Co., New York	1,369	3,205	674,268	3,969,057	0.18	0.08	0	350
Morgan Guaranty International Bank, Miami								
Republic National Bank, New York	83	9	27,793	99,237	0.30	0.01	0	0
Republic International Bank of New York, Miami								
J. Henry Schroder Bank & Trust Co., New York	515	223	45,097	45,868	1.14	0.49	0	0
J. Henry Schroder International Bank, Miami								
North Carolina National Bank, Charlotte	3,263	226	23,251	54,873	13.99	0.42	0	0
NCNB International Banking Corp., New York								
Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	3,558	29,292	29,681	36,317	11.99	80.66	0	0
Wachovia International Banking Corp., Winston-Salem, N.C.								
Central National Bank, Cleveland	7,869	3,793	11,027	9,402	71.27	40.34	455	260
Central Cleveland International Bank, New York								
Fidelity Bank, Philadelphia	14,221	43,977	29,986	54,977	59.29	79.98	0	0
Fidelity International Bank, New York								
Girard Bank, Philadelphia	17,192	39,920	28,887	55,674	59.51	71.70	0	0
Girard International Bank, New York								
Philadelphia National Bank	196,641	257,844	255,005	322,677	77.11	79.85	0	0
Philadelphia International Bank, New York								
Mellon Bank NA, Pittsburgh	37,466	105,109	58,176	203,264	64.30	51.71	3,500	9,429
Mellon Bank International, New York								
Pittsburgh National Bank	4,533	2,763	19,591	15,935	23.14	17.34	0	0
Pittsburgh International Bank								
InterFirst Bank of Dallas NA	4,059	95,913	25,247	123,237	16.08	77.83	4,000	0
InterFirst International Corp., New York								
Texas Commerce Bank NA, Houston	5	—	54,349	60,580	0.01	—	0	0
Texas Commerce International Bank, Houston								
Rainier National Bank, Seattle	1,227	429	25,382	[illegible]79	4.84	1.34	0	0
Rainier International Bank, Los Angeles								
First Wisconsin National Bank, Milwaukee	6,756	23,178	18,763	37,421	36.01	61.94	0	0
First Wisconsin International Bank, New York								

(a)—In the table entitled "Deposits Due to Foreign Banks" on page 10A, American banker lists all U.S. Commercial banks with $10 million or more in demand deposits due to foreign banks as defined in footnote (b) below. This table shows the Edge Act banking subsidiary component of this total for those banks with Edge banking subsidiaries. Data for Edges were provided to the American banker by the Federal Reserve Board and are for the Edge and its domestic branches only. For Edges with domestic branches, the data are the combined sum of the deposits in its head office and branches. For banks with more than one Edge subsidiary, deposits in all of its Edge subsidiaries were summed to obtain the Edge banking component.

(b)—Demand deposits due foreign banks is defined as the sum of the following items. For the banks and its domestic subsidiaries, it is the sum of the following items from the Report of Condition, Schedule F: demand deposits due foreign governments and official institutions; demand deposits due the U.S. branches and agencies of foreign banks; and demand deposits due foreign banks in foreign countries. For the Edge subsidiary, it is the sum of demand deposits due foreign government and official institutions, demand deposits due U.S. banks, and demand deposits due foreign banks.

(c)—The sum of deposits due foreign government and official institutions; deposits due U.S. banks; and deposits due foreign banks for the Edge and its domestic branches combined. For banks with more than one Edge subsidiary, the figure shown is the sum for all their Edge subsidiaries.

(d)—A subsidiary of Midland Bank Ltd., London, which also owns Crocker National Bank.

(e)—Owns more than one Edge. Figures shown are the combined sum of balances in these Edges.

Top 50 Banks in Demand Deposits Due All Banks (a)

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Rank 6/30/82		Dem. Dep. Due to Banks 6/30/82 (in $,000)	Total Deposits 6/30/82 (in ,000)	% of Total deposits	Rank Due Dom. Bks 6/30/82	Rank Due Fgn Bks 6/30/82
1	Manufacturers Hanover Trust Co., New York	2,032,178	40,303,712	5.0	3	1
2	Chase Manhattan Bank NA, New York	1,965,447	61,100,282	3.2	1	4
3	Citibank NA, New York	1,690,792	74,554,000	2.3	8	2
4	Morgan Guaranty Trust Co., New York	1,662,799	37,118,608	4.5	5	6
5	Bankers Trust Co., New York	1,480,086	24,873,593	6.0	17	3
6	Chemical Bank, New York	1,408,428	32,222,974	4.4	6	7
7	Irving Trust Co., New York	1,129,838	12,792,426	8.8	22	5
8	First National Bank of Chicago	970,852	25,382,585	3.8	2	15
9	Continental Illinois National B&T Co., Chicago	945,156	29,302,661	3.2	4	16
10	Bank of America NT&SA, San Francisco	892,425	95,665,598	0.9	11	8
11	Philadelphia National Bank	626,993	4,138,676	15.1	10	11
12	Wells Fargo Bank NA, San Francisco	595,433	17,711,888	3.4	27	9
13	Crocker National Bank, San Francisco	577,750	17,711,291	3.3	13	12
14	InterFirst Bank Dallas NA	560,274	7,691,595	7.3	7	41
15	First National Bank of Boston	540,132	11,202,214	4.8	9	18
16	Security Pacific National Bank, Los Angeles	505,339	24,151,387	2.1	14	14
17	First Interstate Bank of California, Los Angeles	451,433	14,706,001	3.1	15	17
18	Marine Midland Bank NA, Buffalo, N.Y.	383,215	15,075,627	2.5	61	10
19	Texas Commerce Bank NA, Houston	381,946	6,075,162	6.3	16	25
20	RepublicBank Dallas NA	376,803	7,186,869	5.2	12	47
21	Northern Trust Co., Chicago	351,575	4,414,609	8.0	18	26
22	First City National Bank, Houston	319,858	6,474,502	4.9	19	28
23	National Bank of Detroit	284,981	7,592,047	3.8	21	49
24	Mercantile National Bank, Dallas	273,336	2,895,055	9.4	20	82
25	Harris Trust & Savings Bank, Chicago	263,058	4,636,013	5.7	23	43
26	Citizens & Southern National Bank, Atlanta	259,309	3,202,582	8.1	29	30
27	Mellon Bank NA, Pittsburgh	242,364	12,433,703	1.9	34	23
28	First National Bank of Atlanta	240,619	2,317,073	10.4	24	79
29	American National Bank & Trust Co., Chicago	225,680	1,979,181	11.4	25	---
30	First Wisconsin National Bank, Milwaukee	224,110	2,363,582	9.5	30	50
31	Northwestern National Bank, Minneapolis	219,286	3,293,639	6.7	26	---
32	Hartford National Bank & Trust Co., Conn.	216,955	1,907,151	11.4	28	---
33	First National Bank, Minneapolis	210,157	3,351,102	6.3	35	39
34	Bank of the Southwest NA, Houston	209,332	1,963,659	10.7	31	60
35	European American Bank & Trust Co., New York	199,270	3,694,975	5.4	206	13
36	Indiana National Bank, Indianapolis	197,935	1,665,786	11.9	32	---
37	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	190,437	1,432,746	13.3	33	---
38	Allied Bank of Texas, Houston	183,485	1,453,774	12.6	36	---
39	Bank of New York	179,986	8,784,198	2.0	48	32
40	Mercantile Trust Co. NA, St. Louis, Mo.	179,664	2,020,722	8.9	38	73
41	First National Bank, St. Paul, Minn.	177,637	2,093,246	8.5	37	---
42	Fidelity Bank, Philadelphia	177,617	2,669,039	6.7	45	42
43	Trust Company Bank, Atlanta	176,786	1,427,770	12.4	40	74
44	Union Bank, Los Angeles	176,706	4,886,000	3.6	39	81
45	Shawmut Bank of Boston NA	176,377	1,938,327	9.1	44	46
46	North Carolina National Bank, Charlotte	176,214	5,396,894	3.3	46	44
47	First Tennessee Bank NA, Memphis	172,947	1,445,100	12.0	42	77
48	Centerre Bank NA, St. Louis, Mo.	171,464	2,179,940	7.9	41	---
49	First National Bank of Florida, Tampa	156,623	843,404	18.6	43	---
50	Boatmen's National Bank, St. Louis, Mo.	152,721	590,922	25.8	47	---

(a)—The sum of demand deposits due domestic banks and foreign banks for the bank and its domestic subsidiaries, plus deposits due banks in Edge banking subsidiaries' domestic offices.

How Bankers' Balances Compare(a)

By Federal Reserve District, 6/30/82 vs. 6/30/81

Federal Reserve District	Due to Banks (in thousands of dollars) 6/30/82 (a)	6/30/81 (a)	6/30/81 (b)	% Change (c)	Number of Banks(d) 6/30/82	6/30/81 (a)	6/30/81 (b)
1	1,145,108	1,349,625	1,338,198	—15.15	11	16	15
2	4,917,962	21,805,646	29,512,195	—77.44	28	31	33
3	853,317	1,028,938	1,031,662	—17.07	10	9	9
4	650,082	848,725	861,834	—23.40	13	13	13
5	645,226	857,698	861,897	—24.77	18	22	22
6	2,404,712	2,996,069	3,011,613	—19.74	49	47	47
7	3,994,385	4,600,363	4,609,303	—13.17	35	41	40
8	1,351,699	1,565,384	1,578,478	—13.65	20	21	22
9	747,531	702,079	706,857	+ 6.47	10	10	11
10	1,925,782	2,236,423	2,236,504	—13.89	35	39	39
11	3,658,705	3,603,370	3,625,175	+ 1.54	50	50	51
12	2,312,262	2,300,998	2,471,840	+ 0.49	22	22	23
Totals	**24,606,771**	**43,895,318**	**51,845,556**	**+43.94**	**301**	**321**	**325**

(a)—Based on the new definition of demand deposits due domestic banks which includes the sum of demand due mutual savings banks plus demand deposits due other U. S. commercial banks (including their foreign branches) but excludes the U. S. branches and agencies of foreign banks.

(b)—Based on the old definition of demand deposits due domestic banks which includes the sum demand deposits due mutual savings banks plus demand deposits due other U. S. banks, including the branches and agencies of foreign banks in the U. S. but excluding the foreign branches of other U.S. banks.

(c)—The percent change in correspondent balances from midyear 1981 to midyear 1982 based on the new definition of demand deposits due domestic banks.

(d)—The number of banks with $10 million or more in correspondent balances.

Largest Banks in Interbank Deposits (a)

Ranked by Size of Total Deposits to All Banks (b)

Banks With Total Interbank Balances of $10 million or More

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Rank 6/30/82		Deposits Due to Banks 6/30/82(b) (in $1,000)	% of Total deposits	Rank 6/30/81	Gain
1	Bank of America NT&SA, San Francisco (b)	5,866,747	5.9	11	+ 10
2	Manufacturers Hanover Trust Co., New York (b)	5,007,980	12.4	1	
3	Citibank NA, New York (b)	4,094,792	5.5	5	+ 2
4	Chase Manhattan Bank NA, New York (b)	3,891,727	6.0	2	
5	Bankers Trust Co., New York (b)	3,109,671	12.5	4	
6	Continental Illinois Nat'l B&T Co., Chicago (b)	3,099,994	10.6	8	+ 2
7	Morgan Guaranty Trust Co., New York (b)	3,075,981	8.3	3	
8	Chemical Bank, New York (b)	3,008,835	9.3	6	
9	Irving Trust Co., New York (b)	2,329,621	18.2	7	
10	First National Bank of Chicago (b)	2,327,134	9.2	9	
11	Marine Midland Bank NA, Buffalo, N.Y. (b)	1,839,377	12.2	10	
12	National Bank of North America, New York	1,065,195	19.7	76	+ 64
13	Security Pacific National Bank, Los Angeles(b)	963,682	4.0	21	+8
14	Crocker National Bank, San Francisco (b)	918,011	5.2	20	+ 6
15	Central Bank of the South, Birmingham, Ala.	825,372	47.0	123	+108
16	Wells Fargo Bank NA, San Francisco (b)	730,592	4.1	31	+ 15
17	Philadelphia National Bank (b)	644,266	15.6	25	+ 8
18	InterFirst Bank Dallas NA (b)	564,274	7.3	14	
19	First National Bank of Boston (b)	563,096	5.0	17	
20	Texas Commerce Bank NA, Houston (b)	515,150	8.5	19	
21	First Interstate Bank of California, Los Angeles(b)	495,729	3.4	22	+1
22	RepublicBank Dallas NA	483,178	6.7	15	
23	Northern Trust Co., Chicago (b)	473,466	10.7	16	
24	Industrial Bank of Japan Trust Co., New York	451,502	40.6	55	+31
25	European American B & T Co., New York (b)	425,096	11.5	12	
26	Mellon Bank NA, Pittsburgh (b)	372,867	3.0	18	
27	First City National Bank, Houston	366,307	5.7	23	
28	Mercantile National Bank, Dallas	347,443	12.0	26	
29	First National Bank of Atlanta	345,035	14.9	36	+ 7
30	Seattle-First National Bank	329,783	3.8	47	+ 17
31	Bank of New York (b)	320,939	3.7	13	
32	Mercantile Trust Co. NA, St. Louis, Mo.	311,474	15.4	27	
33	Centerre Bank NA, St. Louis, Mo.	305,380	14.0	33	
34	Harris Trust & Savings Bank, Chicago (b)	298,320	6.4	42	+ 8
35	Citizens & Southern National Bank, Atlanta (b)	297,644	9.3	24	
36	National Bank of Detroit	293,919	3.9	32	
37	Northwestern National Bank, Minneapolis	291,581	8.9	28	
38	Allied Bank of Texas, Houston	291,511	20.1	34	
39	First National Bank, St. Paul, Minn.	283,527	13.5	72	+ 33
40	First National Bank, Minneapolis (b)	258,157	7.7	40	
41	North Carolina National Bank, Charlotte (b)	255,428	4.7	37	
42	J. Henry Schroder Bank & Trust Co., New York (b)	254,723	17.1	41	
43	First Wisconsin National Bank, Milwaukee (b)	252,019	10.7	48	+ 5
44	Chase Bank International, New York (b)	229,838	0.0	67	+ 23
45	Bank of the Southwest NA, Houston	228,755	11.6	56	+ 11
46	American National Bank & Trust Co., Chicago	225,680	11.4	88	+ 42
47	Liberty National Bank & Trust Co., Oklahoma City	217,365	11.4	30	
48	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	216,785	15.1	35	
49	Crocker National Bank, San Francisco	214,278	30.7	176	+127
50	Indiana National Bank, Indianapolis	210,288	12.6	53	+ 3
51	Union Bank, Los Angeles	207,768	4.3	38	
52	State Street Bank & Trust Co., Boston (b)	207,626	10.3	62	+ 10
53	Shawmut Bank of Boston NA (b)	202,215	10.4	50	
54	Fidelity Bank, Philadelphia (b)	197,139	7.4	46	
55	Trust Company Bank, Atlanta	195,310	13.7	43	
56	Birmingham Trust National Bank, Ala.	190,123	19.6	63	+ 7
57	United Bank of Denver NA	189,399	13.6	54	
58	First National Bank, Midland, Tex.	188,539	12.7	70	+ 12
59	American Security Bank NA, Washington, D.C.(b)	180,352	7.5	119	+60
60	Citibank (South Dakota) NA, Sioux Falls	173,905	10.4		
61	First Tennessee Bank NA, Memphis	172,947	12.0	81	+ 20
62	First Kentucky Bank, Louisville, Ky.	170,212	9.3	44	
63	Boatmen's National Bank, St. Louis, Mo.	168,217	28.5	69	+ 6
64	First Pennsylvania Bank NA, Philadelphia	167,843	27.0	86	+ 22
65	Bank of New England NA, Boston (b)	167,581	6.3	45	
66	First National State Bank of New Jersey, Newark	166,360	5.4	189	+123
67	Continental National Bank, Denver	162,819	10.1	94	+27
68	Colorado National Bank, Denver	159,157	18.5	82	+ 14
69	Liberty National Bank & Trust Co., Oklahoma City	157,067	9.9	57	
70	First National Bank of Florida, Tampa	156,623	18.6	51	
71	Fort Worth National Bank, Tex.	156,502	11.6	60	
72	First City Bank, Dallas	155,724	23.8	84	+ 12
73	Central Bank of Denver	153,638	19.8	115	+ 42
74	National Bank of Commerce, Dallas	148,055	24.4	79	+ 5
75	First National Bank & Trust Co., Oklahoma City	147,526	7.6	73	
76	Fuji Bank & Trust Co., New York	142,365	10.2	93	+ 17
77	Pittsburgh National Bank (b)	137,118	3.0	83	+ 6
78	First National Bank of Denver	134,900	10.0	39	
79	Merchants National Bank & Trust Co., Indianapolis	133,023	9.6	90	+11
80	Southeast Bank NA, Miami	132,896	2.6	58	
81	Bank of Oklahoma NA, Tulsa	132,708	12.1	61	
82	First State Bank, Abilene, Tex.	131,478	30.2	80	
83	Girard Bank, Philadelphia (b)	130,670	5.2	52	
84	First National Bank of Commerce, New Orleans	121,853	15.5	49	
85	Texas Commerce Bankshares NA	119,510	53.4	109	+ 24
86	Capital Bank NA, Houston	118,670	17.0	85	
87	Commerce Bank of Kansas City, Mo.	117,829	18.2	68	
88	First Pennsylvania Bank NA, Philadelphia	113,077	3.5	66	
89	First City Bank, Okaloosa Bay, Crestview, Fla.	113,014	17.4	121	+ 32
90	Security Pacific Bank, Washington, D.C.	108,866	7.8	102	+ 12
91	Wachovia B & T Co. NA, Winston-Salem, N.C.(b)	107,811	2.4	99	+ 8
92	First National Bank, Kansas City, Mo.	107,788	16.4	74	
93	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	106,097	15.4	92	
94	Atlantic Bank, New York	102,974	27.6	261	+167
95	Abilene National Bank, Tex.	101,835	23.8		
96	Liberty National Bank & Trust Co., Louisville, Ky.	99,237	13.0	75	
97	InterFirst Bank Houston NA	98,247	10.8	59	
98	American Fletcher National B & T Co., Indianapolis	96,556	5.0	78	
99	LaSalle National Bank, Chicago	94,785	11.1	138	+ 39
100	Manufacturers National Bank, Detroit	94,673	2.8	114	+ 14
101	Bank of California NA, San Francisco (b)	93,870	4.1	108	+ 7
102	Denver National Bank	89,639	37.2	89	
103	United States Trust Co., New York	89,796	5.7	71	
104	American Bank & Trust Co., Baton Rouge, La.	88,371	16.1	104	
105	United Missouri Bank of Kansas City NA	87,921	11.1	97	
106	United Oklahoma Bank, Oklahoma City	87,487	42.8	151	+ 45
107	Connecticut Bank & Trust Co., Hartford (b)	86,567	3.5	87	
108	Provident National Bank, Philadelphia	85,739	3.8	77	
109	Merchants National Bank, Cedar Rapids, Iowa	85,566	23.4	100	
110	Scotiabank de Puerto Rico, Hato Rey	85,095	21.2	65	
111	United States National Bank, Portland, Ore.	84,735	2.2	143	+ 32
112	Capital Bank & Trust Co., Baton Rouge, La.	83,401	23.4	112	
113	Omaha National Bank, Neb.	82,848	14.1	120	+ 7
114	Cullen Center Bank & Trust Co., Houston	82,001	18.3	98	
115	Maryland National Bank, Baltimore	79,691	3.0	140	+ 25
116	UBAF Arab American Bank, New York	79,702	9.4	348	+232
117	Bank of the South NA, Atlanta	79,579	10.3	105	
118	First National Bank, Jackson, Miss.	79,245	7.4	96	
119	Old Stone Bank, Providence, R.I.	78,724	5.6	340	+221
120	Valley National Bank, Phoenix, Ariz.	77,323	1.5	130	+ 10
121	First American Bank of Nashville NA	76,558	6.4	110	
122	Manufacturers Hanover NA, Rochester, N.Y.	75,001	17.1	192	+ 70
123	First National Bank, Fort Worth, Tex.	73,336	6.7	64	
124	El Paso National Bank, Tex.	72,230	12.3	211	+ 87
125	First National Bank & Trust Co., Lincoln, Neb.	72,028	15.4	126	+1
126	Texas Commerce Bank-Austin NA	71,947	10.2	147	+ 21
127	Bank Leumi Trust Co., New York	71,138	3.5	29	
128	Banco de Ponce, P.R.	71,040	6.6	91	
129	Community Bank, Huntington Park, Calif.	69,843	17.4	128	
130	Fourth National Bank & Trust Co., Wichita, Kan.	69,780	11.0	113	
131	Third National Bank, Nashville, Tenn.	69,425	6.2	101	
132	Peoples National Bank of Washington, Seattle	69,144	5.0	142	+ 10
133	Iowa Des Moines National Bank	68,634	10.8	107	
134	Deposit Guaranty National Bank, Jackson, Miss.	67,432	5.2	116	
135	National City Bank, Cleveland	64,800	2.7	103	
136	United Southern Bank, Nashville, Tenn.	64,700	39.7	139	+ 3
137	Sun Bank NA, Orlando, Fla.	63,650	6.3	106	
138	Rainier National Bank of Washington, Seattle (b)	63,352	1.4	117	
139	Dallas Bank Trust Co., New York	62,126	6.3	111	
140	Whitney National Bank, New Orleans	61,797	4.0	133	
141	Austin National Bank, Tex.	61,701	7.6	127	
142	Equitable Trust Co., Baltimore	59,736	3.5	202	+ 60
143	First National Bank, Birmingham, Ala.	58,416	4.2	150	+ 7
144	Bossier Bank & Trust Co., Bossier City, La.	58,240	20.7	190	+ 46
145	Corpus Christi National Bank, Tex.	57,980	12.6	137	
146	Michigan National Bank, Detroit	56,944	4.0	148	+ 2
147	Exchange Bank & Trust Co. of Florida, Tampa	56,548	9.8	135	
148	First National Bank, Omaha, Neb.	55,706	15.6	129	
149	First National Bank, Amarillo, Tex.	55,695	9.1	145	
150	Bank of Canton of California, San Francisco	55,118	18.0		
151	Union Planters National Bank, Memphis, Tenn.	54,993	5.8	162	+ 11
152	United States National Bank, Omaha, Neb.	54,710	15.1	165	+ 13
153	Continental Republic Bank, Fort Worth, Tex.	54,016	9.5	125	
154	First Interstate Bank of Oregon NA	52,822	1.5	168	+ 14
155	Central National Bank, Cleveland (b)	51,733	3.1	196	+ 41
156	Commercial National Bank, Shreveport, La.	51,271	7.7	164	+ 8
157	Mercantile Bank & Trust Co. NA, Little Rock, Ark.	51,007	10.4	136	
158	Southern National Bank, Houston	50,295	19.1	174	+ 16
159	First National Bank, San Antonio, Tex.	49,836	4.4	124	
160	Bancal Tri-State Bank, Newark, N.J.	49,518	34.0		
161	First National Bank, Cincinnati	49,450	5.5	175	+ 14
162	Bank of St. Louis, Mo.	49,085	23.0	173	+ 11
163	First National Bank, Shreveport, La.	47,550	6.9	191	+ 28
164	Bankers Trust Co., Des Moines, Iowa	47,378	10.9	157	
165	Bank of Tokyo Trust Co., New York	47,350	1.4	258	+ 93
166	Unitedbank-Houston	47,338	24.6	331	+165
167	United Central Bank of Des Moines NA, Iowa	47,105	20.0	170	+ 3
168	Hibernia National Bank, New Orleans	46,551	5.3	152	
169	Commerce Union Bank, Nashville, Tenn.	46,268	4.3	178	+ 9
170	State National Bank, El Paso, Tex.	46,019	8.3	222	+ 52
171	Lincoln First Bank NA, Rochester, N.Y.	45,700	1.7	229	+ 58
172	American Nat'l Bank & Trust Co., St. Paul, Minn.	45,360	17.7	144	
173	American Bank & Trust Co., Lafayette, La.	45,355	16.8		
174	Atlantic National Bank of Florida, Jacksonville	44,429	2.4	171	
175	Bank of New Orleans & Trust Co.	44,166	8.7	227	+ 52
176	United American Bank, Knoxville, Tenn.	43,972	7.6	146	
177	American Nat'l Bank & Trust Co., Chattanooga, Tenn.	42,832	7.4	134	
178	First National Bank of Minneapolis	42,628	4.3	166	
179	National Bank of Commerce, T&S Assn., Lincoln, Neb.	42,064	17.3	155	
180	Fidelity National Bank, Cleveland	42,020	2.8	118	
181	Security National Bank, Sioux City, Iowa	41,800	17.9	198	+ 17
182	United Virginia Bank, Richmond	41,611	1.3	132	
183	Centerre Bank of Kansas City NA, Mo.	41,351	18.9	226	+ 45
184	Detroit Bank & Trust Co.	40,480	1.0	172	
185	City National Bank, Detroit	40,056	5.2	333	+148
186	Fifth Third Bank, Cincinnati	39,872	4.5	177	
187	First National Bank, Fort Meyers, Fla.	39,831	13.8	180	
188	Amarillo National Bank, Tex.	39,334	9.3	203	+ 15
189	First National Bank & Trust Co., Tulsa	39,173	3.8	213	+ 24
190	New Jersey Bank NA, West Paterson, N.J.	38,500	4.4	182	
191	Central Bank, Houston	38,425	4.8	193	+ 2
192	First National Bank, Dallas, Tex.	37,779	9.8	156	
193	Bank of Montreal, Chicago	37,764	15.3	244	+ 51
194	Valley National Bank, Phoenix, Ariz.	37,417	8.4	169	
195	Banco de Ponce, New York	36,337	52.2		
196	First National Bank, Fort Worth, Tex.	35,772	11.1	214	+ 18
197	First National Bank, Dallas	35,444	8.6	183	
198	Frost National Bank, San Antonio, Tex.	35,307	4.6	184	
199	Marine Bancorporation, Seattle, Wash.	34,749	6.0	153	
200	First National Bank, Chicago	34,579	6.6	206	+ 8

(a)—Based on the Report of Condition, or call report, for the bank and its domestic subsidiaries plus the Report of Condition for the bank's Edge Act banking subsidiaries' U.S. banking offices—head office plus branches combined. (b)—Includes demand, savings, and time deposits due both domestic and foreign banks.

NOTE: The bank's 6/30/81 rank is based on the old definition of interbank deposits, which did not include Edge banks' interbank deposits or the domestic banks' deposits due to foreign governments and official institutions. Also, the ratio of total interbank deposits to total deposits is based on the total deposits in a bank's domestic offices (item 26a of the call report) plus total deposits in Edge subsidiaries and foreign offices (item 24b).

Largest Banks in Interbank Deposits (a)

(d) Ranked by Size of Total Deposits to All Banks (b)

Banks With Total Interbank Balances of $10 million or More

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Rank 6/30/82		Deposits Due to Banks 6/30/82(b) (in $1,000)	% of Total deposits	Rank 6/30/81	Gain
201	RepublicBank NA, Houston	34,182	3.0	160	
202	Commercial National Bank, Kansas City, Kan.	32,932	17.1	220	+ 18
203	Am American Bank NA, Miami (b)	32,624	6.1	252	+ 49
204	Key Bank NA, Albany, N.Y.	32,343	3.2	149	
205	Midway National Bank, St. Paul, Minn.	32,278	21.1	204	
206	Guaranty Bank & Trust Co., Lafayette, La.	31,928	5.1	265	+ 59
207	City & County Bank, Knoxville, Tenn.	31,709	18.4		
208	Commercial National Bank, Little Rock, Ark.	31,544	11.3	185	
209	Golden State Sanwa Bank, San Francisco	31,313	4.2		
210	Midland National Bank, Tex.	30,999	8.1		
211	First Union National Bank, Charlotte, N.C.(b)	30,948	0.9	266	+55
212	Midlantic National Bank, Newark, N.J.	30,827	2.0	131	
213	First Tennessee Bank NA, Chattanooga	30,542	8.2	210	
214	Sears Bank & Trust Co., Chicago	30,137	8.6	260	+ 46
215	Barnett Bank of Tampa NA, Fla.	29,423	18.3	209	
216	First & Merchants National Bank, Richmond	29,352	1.4	141	
217	AmeriTrust Co., Cleveland	29,332	0.7	95	
218	Florida National Bank of Miami	29,286	6.7	284	+ 66
219	Mercantile-Safe Deposit & Trust Co., Baltimore	29,226	5.5	201	
220	Charleston National Bank, W. Va.	28,952	12.0	326	+106
221	Boatmen's Bank & Trust Co., Kansas City, Mo.	28,918	16.8	268	+ 47
222	Georgia Railroad Bank & Trust Co., Augusta	28,802	8.6	253	+ 31
223	Security Trust Co., Rochester, N.Y.	28,716	4.6	247	+ 24
224	Michigan National Bank, Lansing	28,627	2.0	195	
225	Bank One of Columbus NA, Ohio	28,624	2.7	179	
226	Fidelity Union Bank, Newark, N.J.	28,444	1.3	321	+ 95
227	Bank of North Dakota, Bismarck	28,332	5.2	246	+ 19
228	National Bank of Georgia, Atlanta	28,232	6.6	372	+144
229	Manufacturers & Traders Trust Co., Buffalo, N.Y.	28,094	2.0	158	
230	First Wichita National Bank, Wichita Falls, Tex.	28,033	7.8	298	+68
231	First American Bank NA, Washington, D.C.	27,108	5.1	288	+ 57
232	American National Bank, Austin, Tex.	27,081	8.1	225	
233	Flagship Bank of Tampa, Fla.	26,934	11.0	217	
234	Flagship National Bank of Miami	26,828	4.1	359	+125
235	National Bank of Commerce, Memphis	26,671	4.6	199	
236	Hutchinson National Bank & Trust Co., Kan.	26,356	19.3	206	
237	First National Bank, Waco, Tex.	26,303	11.5	248	+ 11
238	First National Bank, Little Rock, Ark.	26,267	9.8	207	
239	Old National Bank, Evansville, Ind.	25,885	5.9	223	
240	Louisiana National Bank, Baton Rouge, La.	25,796	3.6	238	
241	Industrial Valley Bank & Trust Co., Philadelphia	25,561	1.8	296	+55
242	Alamo National Bank, San Antonio, Tex.	25,403	5.7	235	
243	First National Bank, Columbia, S.C.	25,388	3.1	241	
244	National State Bank, Elizabeth, N.J.	25,373	3.1	194	
245	Citizens Bank, Portland	25,202	3.6	272	+ 27
246	Unity Bank & Trust Co., New York	25,132	14.8		
247	Central Bank, Monroe, La.	24,669	8.1	236	
248	Florida National Bank of Jacksonville	24,590	5.1	219	
249	Southbank, Pittsburgh	24,337	1.0	277	+ 28
250	Citizens & Southern National Bank, Charleston, S.C.	24,014	2.3	313	+ 63
251	Central Penn National Bank, Philadelphia	23,995	3.6	232	
252	Boatmen's Union National Bank, Springfield, Mo.	23,942	11.6	216	
253	United Kentucky Bank, Inc., Louisville	23,884	8 8	239	
254	National Bank of Waterloo, Iowa	23,810	13.2	249	
255	First City Bank of Corpus Christi, Tex.	23,767	8.2	200	
256	Commercial National Bank of Peoria, Ill.	23,735	7.6	295	+ 39
257	Huntington National Bank, Columbus, Ohio	23,581	0.9	303	+ 46
258	InterFirst Bank Wichita Falls NA, Tex.	23,571	7.4	221	
259	First National Bank, Baltimore (b)	23,190	1.0	161	
260	Israel Discount Bank of New York	23,149	0.9	154	
261	Citizens National Bank, Evansville, Ind.	23,101	5.3	243	
262	Central Fidelity Bank & Trust Co.	22,979	5.9	289	+ 27
263	First National Bank, Albuquerque, N.M.	22,960	4.5	237	
264	First Eastern Bank NA, Wilkes-Barre, Pa.	22,835	3.1	270	+ 6
265	First National Bank, Wichita, Kan.	22,796	6.5	224	
266	Citizens National Bank, Waco, Tex.	22,115	8.6	186	
267	Barclays Bank of New York	22,014	2.3		
268	City National Bank Austin, Tex.	22,002	5.2	226	
269	Mitsui Manufacturers Bank, Los Angeles	21,879	1.6	122	
270	Kellogg-Citizens National Bank, Green Bay, Wis.	21,749	9.4	276	+6
271	First Interstate Bank of Denver NA	21,556	9.1	205	
272	Citizens First National Bank, Tyler, Tex.	21,222	8.7	234	
273	Lloyds Bank California, Los Angeles	21,115	1.0	336	+ 63
274	First Security Bank of Utah NA, Ogden	20,872	1.2	212	
275	Bank of Hawaii, Honolulu	20,263	0.9	257	
276	Security National Bank, Kansas City, Kan.	20,083	13.9	271	
277	Lubbock National Bank, Tex.	19,901	5.8	187	
278	Heritage Bank, Milwaukee, Wis.	19,797	21.8	318	+ 40
279	Toy National Bank, Sioux City, Iowa	19,779	15.9	269	
280	Union National Bank, Little Rock, Ark.	19,726	7.4	197	
281	Barnett Bank of Jacksonville NA, Fla.	19,569	4.0	188	
282	Lincoln National Bank & Trust Co., Fort Wayne, Ind.	19,524	3.8	233	
283	Park National Bank, Knoxville, Tenn.	19,200	4.8	230	
284	Commonwealth National Bank, Harrisburg, Pa.	19,072	2.1	159	
285	Union Bank & Trust Co. NA, Grand Rapids, Mich.	18,818	3.8	255	
286	Banco Popular de Puerto Rico, San Juan	18,651	0.8	279	
287	Banco de San Juan, Santurce, P.R.	18,528	5.0	292	+ 5
288	Central National Bank, Chicago	18,508	4.5	242	
289	First Bank NA, Milwaukee	18,406	4.1	291	+ 2
290	California Overseas Bank, Los Angeles	18,185	16.4	293	+ 3
291	First National Bank of St. Joseph, Mo.	18,185	9.0	302	+ 11
292	Jacksonville National Bank, Fla.	17,963	10.7		
293	First Alabama Bank of Montgomery NA	17,813	3.9	251	
294	Security Bank NA, Billings, Mont.	17,344	8.5	297	+ 3
295	Central Trust Co. NA, Cincinnati	17,306	1.8	278	
296	Sumitomo Bank of California, San Francisco	17,254	0.9	304	+ 8
297	Drovers Bank, Chicago	17,161	9.8	262	
298	Kanawha Valley Bank NA, Charleston, W. Va.	17,077	5.1	287	
299	First National Bank, Providence, R.I. (b)	17,017	0.6	356	+ 57
300	Bank of Commerce & Trust Co., Tulsa, Okla.	16,911	7.9		
301	First National Bank, Topeka, Kan.	16,727	7.3	250	
302	Commerce-Manchester Bank, St. Louis Mo.	16,727	12.3	275	
303	Davenport Bank & Trust Co., Iowa	16,680	4.3	167	
304	First National Exchange Bank, Roanoke, Va.	16,585	1.4	256	
305	First Interstate Bank of Arizona NA, Phoenix	16,231	0.5	379	+ 74
306	Japan California Bank, Los Angeles	16,092	20.0	312	+ 6
307	Rhode Island Hospital Tr. Nat'l Bank, Providence	16,026	1.3	332	+25
308	Girard Bank Delaware, Dover	16,009	5.3		
309	First National Bank, Brownsville, Tex.	16,000	3.6		
310	First National Bank, Belleville, Ill.	15,937	7.5	324	+ 14
311	First Nationa Bank, Mountain Iron	15,543	14.0	346	+ 35
312	National City Bank, Minneapolis	15,510	5.5	316	+ 4
313	American National Bank, Amarillo, Tex.	15,466	7.8	355	+ 42
314	Fourth National Bank, Tulsa, Okla.	15,369	4.9	314	
315	Union National Bank, Wichita, Kan.	15,298	7.8	320	+ 5
316	First Wisconsin National Bank, Eau Claire	15,183	10.6	285	
317	First National Bank, Sioux City, Iowa	15,105	11.4	274	
318	Cullen/Frost Bank of Dallas NA	15,076	8.7	263	
319	Midland National Bank, Minneapolis	14,567	7.3	294	
320	Preston State Bank, Dallas	14,322	3.7	305	
321	Ouachita National Bank, Monroe, La.	14,237	3.8	273	
322	Shawmut Worcester Cty Bank NA, Worcester, Mass.	14,029	2.4	280	
323	McAllen State Bank, Tex.	13,988	3.3	317	
324	Chicago-Toyko Bank	13,754	4.9	290	
325	Jefferson Bank & Trust Co., Jefferson Parish, La.	13,490	5.3		
326	Capital City First National Bank, Tallahasse, Fla.	13,416	12.1	319	
327	Union Trust Company of Maryland, Baltimore	13,324	1.2	215	
328	Merchants National Bank, Topeka, Kan.	13,288	8.6	329	+ 1
329	Capital Bank, North Bay Village, Fla.	13,216	5.7		
330	First Eastern National Bank, Kingsport, Tenn.	13,127	4.8		
331	Zions First National Bank, Salt Lake City, Utah	12,957	0.9	283	
332	Old National Bank of Washington, Spokane	12,769	1.3	308	
333	City National Bank, Beverly Hills, Calif.	12,703	1.0	300	
334	Barnett Bank of South Florida NA, Miami	12,627	1.0	181	
335	InterFirst Bank Odessa NA, Tex.	12,548	5.7		
336	Laredo National Bank, Tex.	12,367	1.7		
337	Interfirst Bank Houston	12,335	7.9		
338	Maine National Bank, Portland	12,303	2.8	373	+ 35
339	Bankers Tr Co of Hudson Valley NA, Poughkeepsie, NY	12,282	4.7		
340	Bank of Virginia, Richmond	12,044	0.5		
341	Union Trust Co., Stamford, Conn.	11,921	1.1	334	
342	Albuquerque National Bank, N.M.	11,811	1.4	367	+ 25
343	First National Bank of Jefferson Parish, Gretna, La.	11,795	4.2		
344	United Bank of Arizona, Phoenix	11,492	1.5	326	
345	Memphis Bank & Trust Co., Tenn.	11,406	5.1	345	
346	National Boulevard Bank, Chicago	11,381	3.6	347	+ 1
347	Roig Commercial Bank, Humacao, P.R.	11,295	9.2	310	
348	American Bank & Trust Co., New Orleans	11,073	3.2	264	
349	Merchants National Bank, Mobile, Ala.	10,964	2.5	342	
350	BancOhio National Bank, Columbus	10,843	0.3		
351	Florida National Bank, Orlando	10,691	9.3		
352	South Carolina National Bank, Columbia	10,628	0.8	322	
353	First National Bank & Trust Co., Salina, Kan.	10,583	10.3	371	+18
354	Tyler Bank & Trust Co., Tex.	10,569	5.4	375	+ 21
355	Commercial Bank & Trust Co. (Salt Lake City, Utah	10,490	5.8	327	
356	Commercial Bank, Harlingen, Tex.	10,400	0.6	301	
357	Virginia National Bank, Norfolk	10,340	0.4	267	
358	Merrill Trust Co., Bangor, Me.	10,332	3.7	389	+ 31
359	American National Bank, St. Joseph, Mo.	10,268	5.4	351	
360	National Bank of Washington, D.C.	10,256	1.2		
361	Barnett Bank of Central Florida, Winter Park	10,180	2.3	218	
362	Third NB of Hampden Cty., Springfield, Mass.	10,097	2.1	350	

(a)—Based on the Report of Condition, or call report, for the bank and its domestic subsidiaries plus the Report of Condition for the bank's Edge Act banking subsidiaries' U.S. banking offices—head office plus branches combined. (b)—Includes demand, savings, and time deposits due both domestic and foreign banks.

NOTE: The bank's 6/30/81 rank is based on the old definition of interbank deposits, which did not include Edge banks' interbank deposits or the domestic banks' deposits due to foreign governments and official institutions. Also, the ratio of total interbank deposits to total deposits is based on the total deposits in a bank's domestic offices (item 24a of the call report) plus total deposits in Edge subsidiaries and foreign offices (item 24b).

The Correspondent Banking tabulation was compiled by Harvey Glassman and Terry Gerber of American Banker's Statistics Department under the direction of L. Michael Cacace, Director of Statistical Services.

Correspondent Banking Guide to the Statistical Listings

By L. MICHAEL CACACE

This year **American Banker** presents nine tables which provide information about correspondent banking in 1982. Three of these tables are new, and the other six tables have been revised to reflect changes in American Banker definitions of correspondent balances. All the tables are located in the special insert of this edition. A description of each table is presented below.

The first table, which appears on pages 2A — 4A measures domestic correpsondent balances and is entitled "Banks by Demand Deposits Due U.S. Banks." All banks with $10 million or more in these deposits on June 30, 1982, are listed. At midyear, 301 banks met the requirement for inclusion.

This year, American Banker has revised its definition of demand deposits due U.S. banks. The major change in definition is the removal of demand deposits due the U.S. branches and agencies of foreign banks (item 5a, Schedule F, Report of Condition). These balances are now included in American Banker's revised definition of "Deposits Due Foreign Banks." However, the data shown for June 30, 1981, are based on American Banker's old definition of domestic correspondent balances which included the foreign banks' U.S. branch and agenecy deposits.

The second table, which appears on pages 5A — 9A, lists the 301 banks with domestic correspondent balances of $10 million or more on June 30, 1982, by Federal Reserve District. Within the district, banks are listed alphabetically by state; and within state, the banks are listed in order of demand deposits due to domestic banks. This table also shows each bank's "other deposits due all banks", its "total deposits due all banks", its total domestic deposits, and the ratio of demand deposits due domestic banks to total domestic deposits. Data are shown for both June 30, 1982, and June 30, 1981. However, the 1981 data are based on the old definitions of correspondent balances. The footnotes to this table describes in detail the changes in definitions.

The third table, which appears tat the bottom of page 9A, is entitled "Interbank Deposits in All Commercial Banks". This table shows the level of domestic correspondent balances outstanding at all banks in thhe nation from yearend 1950 to midyear 1982. Data for yearend 1981 and midyear 1981 have been restated to conform to the changes in definition. Again, the footnotes describe these changes.

The table on page 10A, entitled "Deposits Due Foreign Banks", is American Banker's measure of foreign correspondent balances. American Banker has redefined its definition of foreign correspondent balances this year to include the deposits of foreign governments and official institutions and the U.S. agencies and branches of foreign banks. In addition, for the first time, American Banker includes the foreign correspondent balances in banks' Edge banking subsidiaries. Banking Edges account for over 13% of these balances. At midyear, this table shows that 67 banks had foreign correspondent balances of $10 million or more; and of these banks, 41 had Edge banking subsidiaries. Data for June 30, 1981, were restated to include the Edges and the new definition of foreign correspondent balances.

Appearing on the bottom of page 10A, is another new table entitled "Interbank Deposits in All Edge Subsidiaries." This table shows the level of foreign correspondent balances in all U.S. Edge banking offices for midyear 1981, yearend 1981, and midyear 1982. It is analogous to the table on page 9A, and gives the Edge banking component of the totals appearing in the table on 9A.

A new table entitled "Edge Banking Subsidiary Component of Demand Deposits Due Foreign Banks" appears on page 12A. This table identifies the 41 banks and their Edge banking subsidiaries; the foreign correspondent balances in the Edge banking subsidiaries; and the ratio of Edge correspondent balances to total correspondent balances. Data comparisons for midyear 1982 and midyear 1981 are shown. Again, the footnotes describe in detail, definitions and data sources.

Another new table entitled "Top 50 Banks in Demand Deposits Due All Banks" appears on page 13A. This table sums, for the top 50 banks in the nation, their domestic and foreign correspondent balances to produce American Banker's new measure of correspondent banking: "total correspondent balances".

Also appearing on page 13A is a small summary table of domestic correspondent balances by Federal Reserve District for all banks with $1 million or more in such balances. This table shows two sets of data for June 30. 1981. One is based on the old definition of domestic correspondent balances and the other is based on the new definition. This table enables the reader to measure the affect of definitional changes on the aggregate totals.

On pages 14A and 15A, American Banker identifies and lists the 362 banks in the U.S. with total deposits due all banks of $10 million or more on June 30, 1982. The table, which is entitled "Largest Banks in Interbank Deposits" lists the sum of demand, savings, and time deposits due to domestic and foreign banks in each bank's domestic offices plus its Edge banking offices in the U.S. The table also shows the ratio of total interbank deposits to total deposits (both domestic and foreign).

First Hartford Bancshares

ATLANTA — The Federal Reserve Bank of Atlanta has approved the application of First Hartford Bancshares Inc., Hartford, Ala., to become a bank a holding company by acquiring the First National Bank of Hartford, Ala. ■

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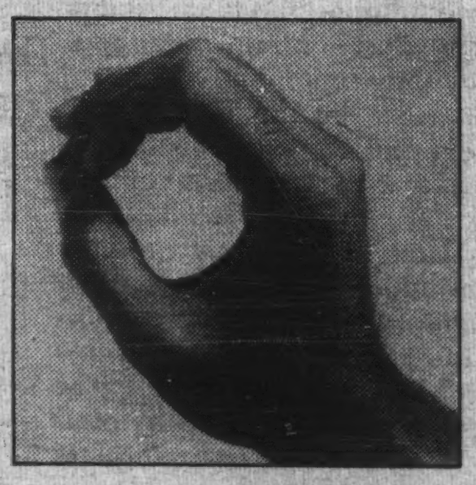

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The Only Daily Banking Newspaper

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Comment

Deregulation Is Hell!

By SANFORD ROSE

Public hosannas, but private grief. That's the best way to describe the preliminary reaction of intelligent bankers to the new money market account.

Example: Security Pacific is publicly enthusiastic about the new account. But CEO Dick Flamson sits dejectedly in his office, actually wondering whether he should remain in retail banking. Mr. Flamson's reaction is not untypical of that of many far-seeing banking executives.

Security Pacific research reveals the following: Holders of money fund shares were never interested in a transactions capability. They viewed their money fund accounts as savings instruments. Only corporate holders of fund shares were enamored of a transactions feature.

Nor is the typical money fund shareholder fearful of the lack of FDIC insurance. Indeed, a surprisingly large number think that their shares are as safe as, or safer than, a money market account in a bank. And some even believe that the congressional pledge of full

➤➤ Comment: Page 4

Depositors at Failed Thrift Face Loss on Uninsured Funds

By RICHARD RINGER

CHICAGO — For the first time, depositors at a failed savings and loan association may lose a portion of their deposits that exceed the $100,000 insured amount.

North Kansas Savings Association of Beloit, Kan., was closed Friday by the Federal Home Loan Bank Board because of potentially excessive loan losses. This left a "very minimal number of depositors" with the prospect of not collecting all funds in their accounts that exceed the insured levels.

In a similar action this summer, the Federal Deposit Insurance Corp. liquidated Penn Square Bank NA of Oklahoma City without fully covering $250 million in uninsured deposits.

About 24 deposit accounts "at tops" of the failed Kansas institution exceeded the $100,000 amount, a spokesman for the Bank Board said. The aggregate uninsured deposits total less than $15,000, the spokesman said. The highest amount in an individual account is $800.

These depositors are likely to get all "but a small portion" of their uninsured deposits back once federal regulators complete a liquidation of the failed institution's assets, the spokesman added.

The uninsured deposits were in individual accounts, not those of corporations.

After closing North Kansas Savings, the Bank Board proceeded to liquidate the institution in a manner quite dif-

➤➤ N. Kansas: Page 25

INSIDE

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Turkey

Turkey's economic problems have begun to be solved after a recent change in governments. The stability and policies of the present prime minister are seen as some of the reasons for the change. See page.....15

US Halts NCNB, Exchange Accounts

Special to the American Banker

TAMPA — The Comptroller of the Currency ordered North Carolina's NCNB Corp. and Florida's Exchange Bancorp late Monday to temporarily halt the marketing of a new high-interest-bearing, short-term money market fund account.

The action abruptly ends the week-old NCNB program and the day-old Exchange plan. (Exchange is expected to be acquired by NCNB in December for $134 million.)

The Comptroller's action was prompted by a ground swell of criticism and complaints from competing bankers who felt the program violated existing banking laws. New regulations allowing the banks to offer the money market accounts do not become effective until Dec. 14, and the guidelines have yet to be published.

At the Charlotte-based NCNB Corp., corporate communications director Jim Chandler said the program "was in line with what we believe the regulations will be."

'Still Hiding Behind Regulations'

In Florida, Exchange president Gordon W. Campbell was critical of his competitors, whom he charged "are still

➤➤ Florida: Page 32

Citibank Applies to SEC For Commingled IRA Investment Trust

By DAVID O. TYSON

NEW YORK — A registration statement for the Collective Investment Trust for Citibank IRAs has been filed at the Securities and Exchange Commission in a landmark attempt to commingle individual retirement accounts managed by a bank.

If the SEC clears the statement in its present form, the open-end fund will have four separate classes of units: An income portfolio, equity portfolio, balanced portfolio, and short-term portfolio. Participants could apportion their IRA assets among them.

➤➤ Citibank: Page 11

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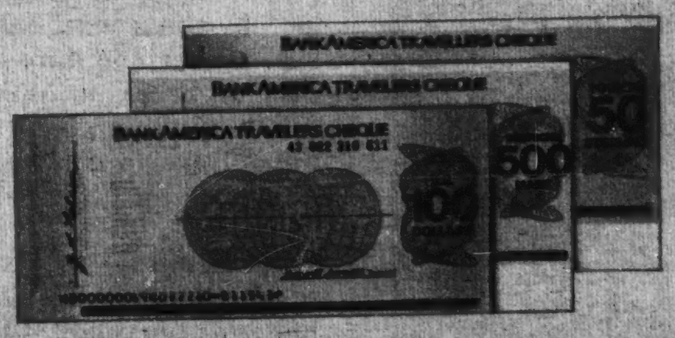

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RMA Offers Credit Course

PHILADELPHIA — A new training program that teaches credit and loan personnel — from trainees to senior management — how to obtain and transmit accurate commercial credit information with a minimum of risk is now available from Robert Morris Associates.

Entitled Just the Facts?, the program is made up of three components: a professionally produced 22-minute videotape, a program guide, and a student manual.

RMA, the national association of bank loan and credit officers, has released this lighthearted but highly structured videotape presentation. In it, viewers can follow RMA's "investigator" in her pursuit of commercial credit information exchange excellence. While the videotape stands alone as a valuable instructional aide, additional in-depth training is available by using it in conjunction with the program guide and an optional student manual.

The program guide follows the same theme as the videotape, giving bankers a choice of four training formats — in the last two, the Student Manual is required:

- 60-minute refresher course for an experienced banker.
- Group review for more than one experienced banker.
- Self-study program for bankers with little or no experience.
- Comprehensive classroom training program.

Just the Facts? is the only program available that answers all of a bank's training needs in the commercial credit information exchange process. It is a complete instructional package for use by bank trainers. In addition, it can be used as a self-study program by bank trainees and as a refresher course for experienced bankers.

Price of the videotape and accompanying Program Guide is $327 for RMA member banks and $487 for nonmembers. Price of the optional Student Manual is $15 for RMA members and $21 for nonmembers.

For more information, or to order, contact the RMA Order Department, 1616 Philadelphia National Bank Bldg., Philadelphia, PA 19107. ■

Meredosia Bancorp.

ST. LOUIS — The Federal Reserve Bank of St. Louis has approved the application of Meredosia Bancorp. Inc., Springfield, Ill., to acquire Farmers & Merchants State Bank of Virden, Ill. ■

TEXAS UTILITIES COMPANY

COMMON STOCK DIVIDEND

The Board of Directors has declared a regular quarterly dividend of 51 cents per share on the common stock of the Company, payable January 3, 1983 to shareholders of record at the close of business December 10, 1982.

PETER B. TINKHAM
Secretary

Dallas, Texas
November 19, 1982

Electric Utility Subsidiaries:
Dallas Power & Light Company
Texas Electric Service Company
Texas Power & Light Company

1982 Holiday Savings Funds

Club Pay-outs Compared with 1981 Totals

To provide comparative published data on holiday savings funds, reports of 1982 pay-out totals will be printed as received, with comparable 1981 figures where made available.

	Distribution 1982 $	Distribution 1981 $	Number of Accounts 1982	Number of Accounts 1981	Major types of Account Offered(a) 1982	Major types of Account Offered(a) 1981	Most Common Payment Schedule(b) 1982	Most Common Payment Schedule(b) 1981
First Eastern Bank NA, Wilkes-Barre, Pa.	9,880,149	9,552,697	31,841	34,329	C	C	W	W
Williamsburgh Savings Bank, Brooklyn, New York	9,788,814	9,506,026	29,325	34,059	P	C	W	W
Northeastern Bank of Pennsylvania, Scranton	6,417,897	5,970,434	19,878	19,402	C	C	W	W
Fulton Bank, Lancaster, Pa.	6,263,389	6,399,532	14,345	15,464	C	C	B	B
Albany Savings Bank, N.Y.	5,799,131	5,938,255	19,583	28,118	P	P	W	W
Gallatin National Bank, Uniontown, Pa.	5,183,713	4,440,858	20,409	20,503	C	C	W	W
First National Bank of South Carolina, Columbia	4,907,632	4,828,884	12,598	14,372	E	E	B	B
Equibank, Pittsburgh	4,705,265	5,113,479	13,999	15,975	C	C	B	B
Green Point Savings Bank, Brooklyn, New York	4,075,715	4,113,644	13,347	14,324	P	P	W	W
Bank of Pennsylvania, Reading	3,870,448	3,842,191	10,383	11,613	P	P	B	B
Key Bank of Central New York, Syracuse	3,764,907	3,617,231	13,236	12,482	C	C	W	W
Morris County Savings Bank, Morristown, N.J.	3,400,122	3,326,453	9,009	9,440	P	P	W	W
Union National Bank, Pittsburgh	3,387,828	3,601,009	15,134	16,912	C	C	B	B
Genesee Merchants Bank & Trust Co., Flint, Mich.	3,056,907	2,819,740	14,506	13,902	C	C	B	B
Midlantic National Bank/Merchants, Neptune, N.J.	3,038,433	3,047,096	9,962	9,554	C	C	W	W
United National Bank, Plainfield, N.J.	2,802,858	2,773,491	6,278	6,546	C	C	W	W
New Haven Savings Bank, Conn.	2,703,747	2,566,696	9,607	10,191	C	C	W	W
Orange Savings Bank, Livingston, N.J.	2,588,321	2,617,090	10,974	8,662	P	P	F	F
First National Exchange Bank, Roanoke, Va.	2,080,121	2,263,098	9,658	10,910	C	C	W	W
Mid-State Bank & Trust Co., Altoona, Pa.	2,071,894	2,282,524	8,010	9,118	C	C	B	B
Schenectady Trust Co., N.Y.	2,010,562	1,869,233	6,787	6,613	C	C	W	W
Southern Bank & Trust Co., Greenville, S.C.	1,966,000	1,703,000	6,250	8,100	C	C	B	B
Eastern Savings Bank, Scarsdale, N.Y.	1,958,000	1,952,000	6,083	6,518	P	P	W	W
Peoples Nat'l Bank of Cent'l Jersey, Piscataway, N.J.	1,880,805	1,741,946	5,817	6,081	C	C	W	W
Amoskeag Savings Bank, Manchester, N.H.	1,841,830	2,027,720	7,046	8,450	P	P	F	F
National Savings Bank of the City of Albany, N.Y.	1,785,975	1,785,990	6,565	8,743	P	P	F	F
M & I American Bank & Trust Co., Racine, Wis.	1,690,000	1,909,000	2,724	3,198	C	C	W	W
First National Bank of Bradford County, Towanda, Pa.	1,460,191	1,347,604	4,867	4,971	C	C	W	W
National City Bank of Evansville, Ind.	1,406,609	1,396,637	3,488	3,867	C	C	F	F
Colonial American National Bank, Roanoke, Va.	1,375,955	1,364,471	4,474	5,000	C	C	W	W
Bankers Trust Co. of Western N.Y., Jamestown	1,365,473	1,363,812	4,136	4,623	C	C	W	W
Old National Bank, Evansville, Ind.	1,342,111	1,275,534	3,520	3,371	C	C	F	F
Kanawha Valley Bank NA, Charleston, W. Va.	1,294,358	1,326,088	3,803	4,189	C	C	W	W
College Point Savings Bank, Queens, New York	1,200,000	1,150,000	5,069	5,029	P	P	W	W
Second National Bank, Warren, Ohio	1,116,793	1,240,731	3,147	3,831	C	C	W	W
Binghamton Savings Bank, N.Y.	1,099,355	1,100,515	3,507	3,834	P	P	F	F
American National Bank & Trust Co., Rockford, Ill.	903,995	862,742	2,298	2,223	C	C	F	F
Norwalk Savings Society, Conn.	888,277	916,898	1,827	1,969	P	P	W	W
National Bank & Trust Co., South Bend, Ind.	881,184	1,000,222	3,742	4,648	C	C	W	W
New Brunswick Savings Bank, N.J.	779,963	717,314	1,927	1,698	P	P	F	F
Trust Company Bank of Middle Georgia NA, Macon	775,513	733,356	3,359	3,104	C	C	W	W
First National Bank of Mishawaka, Ind.	619,060	672,079	2,816	3,607	C	C	W	W
State Bank of Albany, N.Y.	601,706	657,478	2,706	3,014	C	C	W	W
Torrington Savings Bank, Conn.	448,093	461,383	1,578	1,983	C	C	W	W
Second National Bank, Saginaw, Mich.	413,626	441,436	1,983	2,258	C	C	W	W
County Bank of Santa Cruz, Calif.	346,000	418,984	900	1,022	E	E	M	M
Seattle Trust & Savings Bank	282,200	260,753	1,170	1,145	E	E	F	F
Peoples Savings Bank, New Britain, Conn.	227,920	216,199	792	898	P	C	W	W
InterFirst Bank Wichita Falls NA, Tex.	188,421	157,630	603	N.A.	C	C	W	W
Rainier National Bank, Seattle	63,211	68,360	13,064	14,573	E	E	M	M

(a)-Major Account type: C—Coupon Book; P—Passbook; S—Statement Account; E—Electronic Funds Transfer
(b)-Payment Schedule: W—Weekly; B—Bi-weekly; M—Monthly; F—Flexible
(N.A.)-Not Available.

Economist Sees Policy Of Stimulation Ahead

NEW YORK — Weak business conditions and nationwide election returns are likely to intensify the use of stimulative policies to spur economic growth in the months ahead, according to an analysis released by the Conference Board.

The analysis, by Conference Board chief economist Albert T. Sommers, appears in the latest issue of the Sommers Letter.

Declares Mr. Sommers: "The deterioration of business continuing into the fourth quarter and the results of the election, taken together, carry strong cyclical implications for 1983. If this 'burned-out recession' is now to be treated by policies that focus with determination on a growth target, a moderately vigorous recovery is an odds-on probability. From here on, every day that fails to disclose evidence of some improvement in business conditions will nudge policy toward still more stimulus."

Current conditions strongly suggest that the Federal Reserve will provide continued monetary stimulus to expand economic growth. "The U.S. election has produced a profoundly stimulative outcome," Mr. Sommers declares. "It has certainly not ditched all of Reaganomics, but it has certainly urged (and it will compel) pragmatic appraisal and treatment of deep and sustained recession.

The Federal Reserve is often said to 'read the election returns.' This time around, it seems to have anticipated them. The election said that Federal Reserve policy is now on the right track and that it better not get off. There will be no new rise in interest rates for a long time. For the next few quarters, still further declines are probable. Along with monetarism, supply-side economics is suspended, for the duration of the emergency. The budget compromises of 1983 will seek a downtrend in the federal deficit, without impairing prospects for a recovery of private demand."

The analysis emphasizes that renewed economic growth will help shrink the federal budget deficit more than any conceivable government policy. But unemployment will remain a troublesome issue throughout next year. Even a 3% gain in real GNP in 1983 would leave the unemployment rate about 10% by the end of next year. An unemployment rate of nearly 12% is in prospect if an economic recovery does not occur.

Observes Mr. Sommers: "For conservatives as well as liberals, the case for stimulative policy is overwhelming strong. It serves neither of their purposes to chase the inflation enemy over the horizon, while unemployment sacks the citadel. Compromise should be the order of the day." ■

Labor Group Protests At Credit Union Site

Special to the American Banker

PHILADELPHIA — A fracus at a new office under construction for the Ukranian Self Reliance Federal Credit Union here made news in daily newspapers, radio, and TV when it erupted into brick throwing, window smashing, and ramming of the building by a piece of construction equipment.

About 100 pickets from the Building and Construction Trade Council, of whom three were arrested, were protesting the use of nonunion workers in the remodeling of an old gasoline station. The council said those on the picket line were threatened with iron pipes.

The credit union said it was relying on its own members to do the work themselves to save money. ■

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Increase Sought In Compensation For Withholding

WASHINGTON — A banking industry task force is expected to ask the federal government for more help in reducing costs and confusion expected from next year's tax withholding system for interest and dividend income.

Bankers have already received a favorable response from the Internal Revenue Service on a related issue — withholding from pensions. The IRS agreed to permit delays in the Jan. 1 effective date for financial institutions that face undue hardships in complying.

As for withholding on interest income, David C. Hastings, a Virginia banker and chairman of the American Bankers Association task force on withholding, said in an interview that the task force met here last week and agreed to seek an increase in compensation to financial institutions for the cost of withholding.

Final recommendations still are being discussed and are likely to be sent to Congress and the Internal Revenue Service by the end of the year, Mr.

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Checking, Time Deposits May Be Overhauled

By JAY ROSENSTEIN

WASHINGTON — The Depository Institutions Deregulation Committee is expected Monday to consider major changes in the checking account and time deposit structure of financial institutions.

Government and industry officials interviewed here expect that the meeting could set the stage for significant new avenues of competition for deposits by commercial banks, thrifts, and money market mutual funds.

The meeting will come only three weeks after the Deregulation Committee voted to authorize a new money market account. The instrument has a minimum deposit of $2,500, has no interest-rate ceiling, and is limited to three checks per month. It becomes effective Dec. 14.

The Monday meeting is intended in part to realign existing instruments to mesh with the new market-rate account authorized at the last session.

One key issue to be discussed is whether to permit an account that is free of rate ceilings and allows unlimited checking and other transfers. The Deregulation Committee may ask for public comment before final action is taken.

It also was learned Thursday that the Deregulation Committee is likely to discuss a major overhaul of the features of many existing time deposits, primarily to make them more competitive with the new money market account.

For example, it was learned that the regulators may consider a plan to drop to $2,500 the minimum denomination on the existing six-month, $10,000 money market certificate; the seven- to 31-day, $20,000 account; and the 91-day, $7,500 account. It is possible that the regulators may take final action Monday to lower these minimum denominations, although some observers expect public comment to be sought first.

The Deregulation Committee also is likely to propose eliminating federal interest rate ceilings on these and other existing time deposits.

Regulators are said to be concerned that the new, highly liquid money market account may prove to be so

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Glass-Steagall Review Top SIA Priority

But Compromises with Banking Appear Unlikely for Now

By LAURA GROSS

BOCA RATON, Fla. — A thorough reexamination of the Glass-Steagall Act is the Securities Industry Association's top legislative priority for next year. But compromise with banking lobbies on any key issues concerning the law separating commercial from investment banking seems unlikely, especially early in the game.

This is the general sense of the securities community gleaned from conversations and interviews with industry leaders attending this year's annual SIA convention, which is being held here through today.

Most securities industry leaders appear to believe it would be foolish for them to advance any opinions in regard to possible compromise areas at this point, before Congress and the administration have spelled out their plans for reexamining Glass-Steagall.

"At this stage of the game, for us to talk about compromise would be irresponsible and premature, especially considering that our board of directors has made no decisions on the subject," noted Edward I. O'Brien, president of the SIA, following a press conference with other industry leaders here Thursday morning.

He said the SIA does not know what Congress and the administration are

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Citibank Sets $5,000 Floor Under Account

By ALICE ARVAN

NEW YORK — Citibank is going after the upper income customer by making the required opening deposit for its new Insured Market Rate Account as high as $5,000. On the other hand, Chase Manhattan Bank is offering a 1% cash bonus on deposits up to $1 million to new customers who open this account before Dec. 31.

A review of the offering terms by major New York money center banks reveals how far-flung and diverse marketing strategies can be in the selling of this new account.

Citibank's decision to require a

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SUBSIDIARY SECURITY PACIFIC CORPORATION

Japanese Economic Success Based on Government Policy

Domestic Policy Has Led Japan to Fiscal Forefront

By TOSHIO NAGAOKA
Deputy Director General,
International Finance Bureau,
Ministry of Finance,
Tokyo, Japan

When foreign critics pose the question of a change in Japan's domestic policy mix, it is usually based on the following schematic recognition: that in the middle of the severe socio-economic difficulties caused by the two oil shocks (stagnant economic growth, high inflation, large balance-of-payments imbalances and high unemployment), Japan alone is maintaining a remarkably good economic performance. According to the OECD's outlook, the figures for Japan's real economic growth stand at 2.9% in 1981, 2.0% in 1982, and 4.0% in 1983 against the member countries' average of 1.2%, 0.5%, and 2.5% respectively. (The relatively optimistic figure of 2.5% for 1983 is based on projected expansion of consumption due to a rise in real income and the phasing out of inventory adjustments.)

Rates of inflation (in consumption deflaters) generally are slowing down, reflecting the restrained wage rises and softening oil and primary products prices, but even so Japan's inflation rate is relatively low at 4.5% in 1981, 3.8% in 1982, and 4.3% in 1983 compared with the member countries' average of 9.6%, 8.3%, and 7.5% respectively.

With regard to the balance of payments, assuming the exchange rate to be fixed at the April level, Japan's current account surplus is forecast to be $6.5 billion this year and $20 billion next year while the OECD countries as a whole are forecast to run deficits of $15 billion this year and $29 billion next year.

With regard to unemployment, while OECD countries as a whole are estimated to be suffering from 8.5% unemployment this year and 9.0% next year, Japan's unemployment rate is supposed to remain at this year's 2.3% through next year.

Although these projections are inseparable from several assumptions, it seems to be true that the Japanese economy possesses a remarkable self-adjusting capability to deal with external shocks like the oil price hikes.

The logic of the criticism of Japan's policy mix can be summarized as follows:

First, before other countries were able to, Japan recovered from the difficulties caused by the oil shocks through its nonaccommodating economic policies and also succeeded in controlling inflation. However, its domestic demand has stagnated and growth is heavily dependent on external demand.

Second, Japan's savings ratio is high for structural reasons. Therefore, execess savings in the private sector lead to excess investment in the external sector (i.e. the current account surplus) unless those excess savings are matched by excess investment by the public sector (i.e. government deficits).

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100 Largest Banks in Japan as of 3/31/82

Rank 3/31/82	Bank, Head Office	Rank 3/31/81	Deposits in $ (thousands)	Deposits in Yen (millions)
1	Dai-Ichi Kangyo Bank, Ltd., Tokyo	(1)	73,032,380	18,009,785
2	Fuji Bank, Ltd., Tokyo	(2)	65,074,136	16,047,282
3	Sumitomo Bank, Ltd., Osaka	(4)	62,926,698	15,517,724
4	Mitsubishi Bank, Ltd., Tokyo	(3)	60,370,178	14,887,286
5	Sanwa Bank, Ltd., Osaka	(5)	58,931,090	14,532,407
6	Norinchukin Bank, Tokyo	(6)	53,439,169	13,178,104
7	Industrial Bank of Japan, Ltd., Tokyo	(7)	50,931,658	12,559,749
8	Mitsui Bank, Ltd., Tokyo	(9)	50,661,269	12,498,001
9	Bank of Tokyo, Ltd., Tokyo	(14)	42,998,276	10,603,375
10	Tokai Bank, Ltd., Nagoya	(8)	42,801,269	10,554,793
11	Long-Term Credit Bank of Japan, Ltd., Tokyo	(10)	41,797,696	10,307,312
12	Mitsubishi Trust & Banking Co., Tokyo	(11)	39,145,539	9,653,290
13	Taiyo-Kobe Bank, Ltd., Kobe	(12)	38,145,863	9,406,770
14	Sumitomo Trust & Banking Co., Ltd., Osaka	(13)	35,826,751	8,834,877
15	Mitsui Trust & Banking Co., Ltd., Tokyo	(15)	33,315,348	8,215,565
16	Daiwa Bank, Ltd., Osaka	(16)	32,902,141	8,113,668
17	Nippon Credit Bank, Ltd., Tokyo	(17)	25,857,388	6,376,432
18	Yasuda Trust & Banking Co., Ltd., Tokyo	(19)	25,321,131	6,244,191
19	Shokochukin Bank, Tokyo	(18)	25,093,276	6,188,002
20	Kyowa Bank, Ltd., Tokyo	(20)	23,911,131	5,896,485
21	Saitama Bank, Ltd., Urawa	(22)	21,679,059	5,346,056
22	Toyo Trust & Banking Co., Ltd., Tokyo	(21)	20,976,946	5,172,915
23	Bank of Yokahama, Ltd	(23)	17,120,306	4,221,868
24	Hokkaido Takushoku Bank, Ltd., Sapporo	(24)	15,716,695	3,875,737
25	Chuo Trust & Banking Co., Ltd., Tokyo	(25)	12,331,160	3,040,864
26	Chiba Bank, Ltd., Chiba	(26)	11,057,019	2,726,661
27	Hokuriku Bank, Ltd., Toyama	(29)	10,386,902	2,561,410
28	Shizuoka Bank, Ltd.	(27)	10,231,054	2,522,978
29	Joyo Bank, Ltd., Mito	(28)	10,193,017	2,513,598
30	Ashikaga Bank, Ltd., Utsunomiya	(30)	9,099,181	2,248,858
31	Bank of Fukuoka, Ltd	(32)	8,842,319	2,180,516
32	Bank of Hiroshima, Ltd	(31)	8,578,135	2,115,368
33	Gunma Bank, Ltd., Maebashi	(33)	7,806,196	1,925,008
34	Hachijuni Bank, Ltd., Nagano	(34)	7,751,216	1,911,450
35	Nishinippon Sogo Bank, Ltd., Fukuoka	(36)	6,425,247	1,584,466
36	Yamaguchi Bank, Ltd., Shimonoseki	(35)	6,346,861	1,565,136
37	77 Bank, Ltd., Sendai	(39)	6,306,066	1,555,076
38	Chugoku Bank, Ltd., Okayama	(37)	6,248,246	1,540,822
39	Hokkaido Bank, Ltd., Sapporo	(41)	6,079,708	1,499,256
40	Nippon Trust & Banking Co., Ltd., Tokyo	(38)	5,942,522	1,465,426
41	Daishi Bank, Ltd., Niigata	(40)	5,743,682	1,499,256
42	Bank of Kyoto, Ltd.	(42)	5,736,119	1,414,527
43	Iyo Bank, Ltd., Matsuyama	(44)	5,463,706	1,347,350
44	Nanto Bank, Ltd., Nara	(43)	5,463,706	1,347,350
45	Hyakujushi Bank, Ltd., Takamatsu	(45)	5,381,584	1,327,079
46	Shiga Bank, Ltd., Otsu	(46)	5,127,585	1,264,465
47	Juroku Bank, Ltd., Gifu	(49)	4,774,588	1,177,413
48	Tokyo Sogo Bank, Ltd.	(47)	4,727,679	1,165,895
49	Kiyo Bank, Ltd., Wakayama	(50)	4,708,025	1,160,999
50	Suruga Bank, Ltd., Numazu	(48)	4,682,798	1,154,778
51	Hyakugo Bank, Ltd., Tsu	(51)	4,649,765	1,146,637
52	Hyogo Sogo Bank, Ltd., Kobe	(52)	4,469,392	1,102,152
53	Kinki Sogo Bank, Ltd., Osaka	(53)	4,358,212	1,074,735
54	Hokkoku Bank, Ltd., Kanazawa	(54)	4,329,111	1,066,819
55	Nagoya Sogo Bank, Ltd.	(56)	4,229,659	1,043,034
56	Kofuku Sogo Bank, Ltd., Osaka	(57)	4,127,392	1,017,815
57	Higo Bank, Ltd., Kumamoto	(55)	4,054,813	999,917
58	Fukuoka Sogo Bank, Ltd.	(59)	3,971,565	979,388
59	Shikoku Bank, Ltd., Kouchi	(58)	3,848,345	949,002
60	Ogakikyoritsu Bank, Ltd., Ogaki	(60)	3,790,280	934,683
61	Heiwa Sogo Bank, Ltd., Tokyo	(61)	3,783,512	933,014
62	Fukui Bank, Ltd.	(63)	3,666,622	904,189
63	Jonan Shinkin Bank, Tokyo	(62)	3,666,204	904,086
64	Toho Bank, Ltd., Fukushima	(64)	3,608,103	889,265
65	Kagoshima Bank, Ltd.	(65)	3,542,113	873,485
66	Oita Bank, Ltd.	(66)	3,336,590	822,803
67	Chuo Sogo Bank, Ltd., Nagoya	(70)	3,301,508	814,152
68	Tokyo Tomin Bank, Ltd., Tokyo	(68)	3,233,354	797,345
69	Awa Bank, Ltd., Tokushima	(67)	3,228,175	796,068
70	San-in Godo Bank, Ltd., Matsue	(69)	3,224,039	795,048
71	Fukutoku Sogo Bank, Ltd., Osaka	(72)	3,212,628	792,234
72	Juhachi Bank, Ltd., Nagasaki	(75)	3,179,931	784,171
73	Iwate Bank, Ltd., Morioka	(71)	3,171,200	782,018
74	Hokuyo Sogo Bank, Ltd., Sapporo	(73)	3,146,176	775,847
75	Hokuetsu Bank, Ltd., Nagaoka	(74)	3,125,478	770,743
76	Shinwa Bank, Ltd., Saseho	(77)	3,044,221	750,705
77	Musashino Bank, Ltd., Omiya	(82)	3,032,928	747,920
78	Aomori Bank, Ltd.	(80)	3,009,343	742,104
79	Akita Bank, Ltd.	(79)	3,006,545	741,414
80	Hiroshima Sogo Bank, Ltd.	(78)	2,985,122	736,131
81	Bank of Osaka, Ltd.	(76)	2,936,172	724,060
82	Yamanashi Chuo Bank, Ltd., Kofu	(81)	2,917,060	719,352
83	Chiba Sogo Bank, Ltd.	(85)	2,885,207	711,492
84	Kyoto Shinkin	(84)	2,881,152	710,492
85	Taisei Sogo Bank, Ltd., Maebashi	(83)	2,874,469	708,844
86	Chukyo Sogo Bank, Ltd., Nagoya	(90)	2,843,297	701,157
87	Daisan Sogo Bank, Ltd., Matsuzaka	(86)	2,720,365	670,842
88	Kyoto Chuo Shinkin	(88)	2,720,365	670,842
89	Yamagata Bank, Ltd.	(87)	2,659,813	655,910
90	Michinoku Bank, Ltd., Aomori	(91)	2,656,257	655,033
91	Okazaki Shinkin	(89)	2,641,768	651,460
92	Ehime Sogo Bank, Ltd., Matsuyama	(92)	2,597,737	640,602
93	Gifu Shinkin	(93)	2,593,597	639,581
94	Chiba Kogyo Bank, Ltd.	(95)	2,538,646	626,030
95	Miyazaki Bank, Ltd.	(94)	2,510,235	619,024
96	Bank of Saga, Ltd.	(96)	2,450,888	604,389
97	Amagasaki Naniwa Shinkin	(97)	2,443,893	602,664
98	Bank of Ryukyus, Ltd., Naha	(—)	2,376,918	586,148
99	Tokiwa Sogo Bank, Ltd., Tokyo	(98)	2,347,777	578,961
100	Tokuyo Sogo Bank, Ltd., Sendai	(99)	2,231,367	550,255

(a)—Deposits include outstanding amounts of banks debentures issued in the Industrial Bank of Japan Ltd., Long-Term Credit Bank of Japan Ltd., Nippon Credit Bank Ltd., Bank of Tokyo Trust Ltd., Norinchukin Bank and Shoko Chukin Bank; of trust in money, loan trust, pension trust and pension fund trust in seven trust banks; money in trust in Daiwa Bank Ltd. and of instalment deposits in sogo banks.
(b)—Compiled for American Banker by the Institute for Financial Affairs, Inc., Tokyo, Japan.
(c)—Cable rate in New York on March 31st, 1982 was 246.60 yen per US$1.

Student Loan Issues Planned

By KENT PIERCE
The Bond Buyer

SAN FRANCISCO — Two Arizona nonprofit corporations, formed recently to service the secondary market for student loans, plan to market a total of $188 million in negotiated bond offerings before yearend.

One of these new corporations, the Arizona Student Loan Finance Corp., was set up in March. It is expecting to close in mid-December on its first issue, a $63.2 million three-year student loan revenue bonds that sold on Nov. 22 and 23. Boettcher & Co. and First National Bank of St. Paul, Minn., co-managed the underwriting, which received an A rating from Standard & Poor's. The term bonds were priced at par to yield 8¼%.

According to James Blanford, an underwriter for Boettcher, the bonds will be secured by the loan revenues, federal reinsurance, and an agreement with First National Bank of St. Paul. The agreement obligates the bank to take out the corporation's loan portfolio if the bonds can not be refinanced upon maturity.

The other new corporation, Arizona Educational Loan Marketing Corp., was established in September and has tentatively scheduled its first issue for sale early this month.

Rauscher Pierce Refsnes Inc. is the lead underwriter of the negotiated offering, which is expected to total $125 million. Leslie O. Lynch, vice president at Rauscher, said the issue is backed by an irrevocable letter of credit from Manufacturers Hanover Trust Co. He expects that security to result in an AAA rating from Standard & Poor's.

Mr. Lynch anticipated that the bonds will have maturities of three to four years, depending on market conditions when the issue is sold. Given the relatively short maturities of each issue, representatives from both corporations said refinancing will be necessary to continue the program.

Waiting for Favorable Conditions

Louis M. Linxwiler, president of Arizona Student Loan, said he would have preferred issuing long-term debt to coincide with the length of the student loans, but current conditions in the long-term market made that impossible. In fact, he noted, the issue would have been approximately $121 million if the market had not turned away when they were sold.

He added, however, that if the market were to become more favorable, "we could come back with the rest of the issue" as early as the first quarter of 1983. Mr. Linxwiler anticipates ample student loan demand to warrant another issue if the market does shift.

Before Arizona Student Loan was set up, Mr. Linxwiler surveyed about 40 student loan lenders throughout the state — commercial banks, savings and loan associations, and credit unions — and found a need for a secondary market for student loans. His findings were reinforced by a feasibility study conducted by Elmer Fox & Co., an accounting firm in Denver. That study concluded that the student loan business was not being fully served.

Bolstered by the evidence, Mr. Linxwiler set about forming a nonprofit corporation that will buy existing student loan portfolios from lenders with the proceeds from their bond sale. This practice, in turn, will be augmented by offering forward commitments to lenders to take out student loans as they are originated. ■

1982 Holiday Savings Funds

Club Pay-outs Compared with 1981 Totals

To provide comparative published data on holiday savings funds, reports of 1982 pay-out totals will be printed as received, with comparable 1981 figures where made available.

	Distribution 1982 $	Distribution 1981 $	Number of Accounts 1982	Number of Accounts 1981	Major types of Account Offered(a) 1982	Major types of Account Offered(a) 1981	Most Common Payment Schedule(b) 1982	Most Common Payment Schedule(b) 1981
Hamilton Bank, Lancaster, Pa.	9,193,943	8,318,433	29,077	28,993	C	C	F	F
United Jersey Bank, Hackensack, N.J.	9,104,874	8,444,100	19,536	21,060	C	C	W	W
New Jersey Bank, West Paterson	8,410,753	7,810,343	22,974	22,600	C	C	W	W
Colonial Bank, Waterbury, Conn.	6,727,999	6,557,200	21,264	22,254	C	C	W	W
United Penn Bank, Wilkes-Barre, Pa.	6,500,000	6,600,000	24,500	25,000	C	C	W	W
Howard Savings Bank, Newark, N.J.	6,453,099	7,052,107	18,454	24,074	P	P	W	W
First Nat'l State Bk of S. Jersey, Pleasantville, N.J.	6,200,000	6,157,789	23,635	24,124	C	C	W	W
York Bank & Trust Co., Pa.	6,026,187	5,903,592	15,343	15,703	C	C	W	W
Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	4,840,608	5,085,083	15,745	17,190	C	C	B	B
Old Stone Bank, Providence, R.I.	4,528,970	5,769,737	14,147	18,123	C	C	W	W
Bank of Commerce, New York	3,963,579	3,575,390	10,491	9,786	C	C	W	W
First Pennsylvania Bank, Bala-Cynwyd	3,703,110	4,011,520	13,117	14,616	C	C	W	W
Merchants Bank, Allentown, Pa.	3,653,145	3,721,778	11,958	12,695	C	C	W	W
Maryland National Bank, Baltimore	3,550,405	3,699,750	14,286	17,426	C	C	W	W
Citizens First National Bank, Ridgewood, N.J.	3,306,244	3,164,873	9,213	10,059	C	C	W	W
American Security Bank, Honolulu	3,063,376	3,231,731	11,694	12,502	C	C	B	B
First-Citizens Bank & Trust Co., Raleigh, N.C.	2,905,571	2,432,838	8,820	8,532	S	S	M	M
Security Trust Co., Rochester, N.Y.	2,879,748	2,921,927	11,160	12,371	C	C	W	W
Midlantic National Bank/Citizens, Englewood, N.J.	2,700,000	2,800,000	7,455	8,670	C	C	W	W
Suburban Bank, Bethesda, Md.	2,632,685	2,741,635	8,837	9,666	C	C	B	B
Pennbank, Titusville, Pa.	2,397,220	1,839,915	17,085	11,836	C	C	F	F
Springfield Institution for Savings, Mass.	2,358,566	N.A.	12,254	N.A.	C	C	W	W
Northwest Bank, Oil City, Pa.	2,041,660	2,616,675	8,459	9,849	C	C	W	W
Bristol Savings Bank, Conn.	1,731,875	1,699,368	7,112	7,914	C	C	W	W
Midland Bank & Trust Co., Paramus, N.J.	1,372,537	1,289,792	3,546	3,402	C	C	W	W
Savings Bank of Utica, N.Y.	1,300,000	1,262,000	5,300	6,600	C	C	W	W
Connecticut Savings Bank, New Haven	1,230,455	1,320,328	4,361	5,227	P	P	F	F
First Buckeye Bank NA, Mansfield, Ohio	1,228,447	1,293,387	4,219	4,987	C	C	F	F
Fifth Third Bank, Cincinnati	1,168,587	1,222,663	4,693	5,395	C	C	W	W
Manufacturers National Bank of Detroit	1,162,090	1,247,000	5,014	5,446	C	C	B	B
American Savings Bank, New Britain, Conn.	1,084,413	1,014,663	2,676	2,651	P	P	W	W
Gary National Bank, Ind.	1,069,040	1,266,302	5,041	6,328	C	C	B	B
Hudson City Savings Institution, N.Y.	1,011,120	949,939	4,055	3,988	P	P	W	W
Pontiac State Bank, Mich.	990,520	1,064,890	2,746	3,127	C	C	W	W
United Kentucky Bank, Louisville	985,925	1,038,605	3,148	3,810	C	C	W	W
Derby Savings Bank, Conn.	941,398	855,554	3,783	3,515	P	P	W	W
Village Savings Bank, Port Chester, N.Y.	880,022	846,749	2,207	2,142	P	P	F	F
Union Planters National Bank, Memphis, Tenn.	809,683	836,543	2,338	2,681	E	E	W	W
Fort Wayne National Bank, Ind.	752,853	789,480	3,102	3,373	C	C	F	F
Union Savings & Trust Co., Warren, Ohio	633,809	690,905	2,238	2,485	C	C	F	F
Dime Savings Bank, Wallingford, Conn.	630,503	592,051	2,032	2,073	P	P	W	W
Extebank, Stony Brook, N.Y.	550,152	541,983	1,962	1,939	C	C	W	W
FMB Luberman's Bank, Muskegon, Mich.	534,782	576,618	1,237	1,663	C	C	B	B
Irwin Union Bank, Columbus, Ind.	527,285	699,722	1,686	2,968	C	C	B	W
National Bank, Sumter, S.C.	415,929	529,329	2,424	2,357	C	C	M	M
Stamford Savings Bank, Conn.	404,781	347,531	1,068	1,172	P	P	W	W
First Nat'l Bk of the Quad Cities, Rock Island, Ill.	394,980	421,225	1,168	1,958	C	C	W	W
Fairfield County Savings Bank, Norwalk, Conn.	336,128	325,753	892	903	P	P	F	F
Jewett City Savings Bank, Conn.	276,064	284,266	1,092	1,180	C	C	W	W
National Savings Bank New Haven, Conn.	257,972	294,103	1,064	1,550	P	P	F	F

(a)-Major Account type: C—Coupon Book; P—Passbook; S—Statement Account; E—Electronic Funds Transfer
(b)-Payment Schedule: W—Weekly; B—Bi-weekly; M—Monthly; F—Flexible
(N.A.)-Not Available.

American Can, PennCorp Sign Definitive Pact

By GORDON MATTHEWS

NEW YORK — American Can Co. has reached a definitive agreement to acquire PennCorp Financial Inc., an insurance underwriting firm.

An agreement in principle was announced in September as part of American Can's effort to become a "major financial services company."

After the merger is completed, PennCorp. will be operated as a unit of Associated Madison Cos. Inc., which was acquired by American Can last April. The latest acquisition will more than double the insurance operations of the company.

PennCorp., based in Santa Monica, Calif., underwrites individual term life insurance. It also sells supplementary accident and health insurance as well as credit and student accident insurance.

In the first nine months of this year, the firm had revenues of $282 million, up 19% from last year. Net income, after taxes, from continuing operations during the period rose 36% over a year ago to $23.3 million.

The merger pact calls for American Can to issue to holders of common stock of PennCorp a total of $262 million, or $13.75 per share, in stated value of preferred stock and principal amount of notes.

Further, American Can and PennCorp intend to acquire, pursuant to an option, an outstanding warrant to purchase PennCorp common stock for $31.4 million in cash.

Each share of the PennCorp stock will be converted into either one-half share of American Can's $3 series convertible preferred stock or 0.1375 of a share of American's $13.75 series preferred stock or $13.75 principal amount of American's 13¼% notes.

The $3 series convertible preferred will have a stated value and liquidation preference of $27.50 per share and a cumulative annual dividend of $3 per share, payable quarterly. Such shares will be convertible into 0.868 share of American common.

The $13.75 series preferred stock will have a stated value and liquidation preference of $100 per share and a cumulative annual dividend, payable quarterly, of $13.75 per share. Such shares will not be convertible into American's common stock.

The 13¼% notes will have an annual interest rate of 13¼%, payable semiannually, and will be redeemable at par after seven years and will mature in 10 years.

Besides PennCorp and Associated Madison, which is also a holding company for Mass Marketing Systems International and Triad Life Insurance Co., American Can has also acquired Transport Life Insurance of Fort Worth.

The acquisition of PennCorp will increase to approximately $40 billion the combined life insurance in force of American Can's financial services sector. This volume of insurance will rank it among the top 35 insurance firms in the nation. ■

Raleigh, N.C., BHC

RICHMOND, Va. — The Federal Reserve Bank of Richmond has approved the application of First-Citizens Corp., Raleigh, N.C., to become a bank holding company by acquiring the successor by merger to First-Citizens Bank & Trust Co., Raleigh. ■

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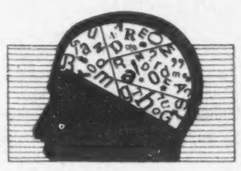
Random Thoughts



By SANFORD ROSE

Some banks are getting an unexpected bonanza from the money market deposit account or MMDA. As consumers transfer cash from the money funds, they initially deposit the money in a demand deposit account before shifting to an MMDA. Thus the average level of free-money balances has risen at some institutions, decreasing the fourth-quarter reliance on interest-bearing liabilities and thus raising the net interest margin.

□□□

Where is the money flowing into MMDAs coming from? A great deal of it is obviously coming out of passbook accounts, but one large money center institution reports that a disproportionate quantity is migrating from six-month certificates (MMCs) and nonnegotiable CDs.

According to a senior executive of that bank, the shift from six-month MMCs to shorter-term MMDAs is likely to continue. In consequence, the yield curve, which was artificially flattened when consumers originally went into MMCs — not out of choice but rather

➤➤ Random Thoughts: Page 4

Fidelity Offers Asset Account; Cirrus Network Used Interstate

By LAURA GROSS

NEW YORK — The first interstate cash withdrawal using the Cirrus system was accomplished last week by Thomas H. Jeffs, executive vice president, the National Bank of Detroit.

Mr. Jeffs withdrew $100 from his NBD account at a First Interstate Bank branch in Chula Vista, Calif. He followed this up with a balance inquiry that, he said Monday in a telephone interview, produced the correct figure.

All 12 Cirrus directors were present for the initial transaction. And when it was accomplished perfectly on the first try, there was an instant cheer, reported Walter R. Miller Jr., vice chairman of Cirrus and senior vice president, retail

➤➤ Cirrus: Page 17

By GORDON MATTHEWS

NEW YORK — The Fidelity Group Monday said it will offer an asset management account linked to the Fidelity Daily Income Trust. It is the first such account by a mutual fund group and also the first including direct payroll deposit and telephone bill-paying.

Money fund shareholders who opt for the Fidelity Ultra Service Account, or "Fidelity USA," beginning Feb. 1, may also have unlimited use of a MasterCard II debit card issued by Fidelity Management Trust Co. of Boston.

At the same time, Fidelity said it is ending limits on check-writing for the

➤➤ Fidelity: Page 17

Holiday Clubs Had Sluggish Growth

By THERESIA GERBER

NEW YORK — Holiday club payouts at credit unions grew at a significantly higher rate than at banks and thrift institutions in 1982, the American Banker's annual survey finds.

The major reason for the higher growth of club payouts at credit unions is that a sizable portion of the credit unions surveyed were offering rates ranging from 6% to 7% on their club accounts.

These rates are as much as 175 basis points higher than the 5.25% offering rate for club accounts at commercial banks and 150 basis points higher than the 5.50% offering rate for these accounts at thrift institutions.

Holiday Club Tables Begin on Page 8

Holiday club payouts at commercial and savings banks rose only 1.6% in 1982, after growing at a record low pace of 1.4% in 1981. In 1980, holiday club

➤➤ Holiday Clubs: Page 10

Chase Earnings Drop 30% in Quarter

By JOHN P. FORDE and TERESA CARSON

NEW YORK — Chase Manhattan Corp., the nation's third-largest bank holding company, Monday reported a 30% drop in fourth-quarter profits as net interest income declined and nonperforming loans increased.

Chase's fourth-quarter income before securities transactions totaled $108 million, or $2.78 a share, compared with $154 million, or $4.40 a share in the fourth quarter of 1981. In the third quarter of 1982, Chase reported earnings of $124 million, or $3.25 a share.

The decline was larger than analysts expected, with most predicting earnings of about $3 or $3.10 a share. These estimates anticipated narrower net interest margins and flat domestic loan demand.

So far, money center banks have generally reported better-than-expected earnings, compared with the year-ago quarter. Last week, Chemical New York Corp. reported a 38% increase in earnings, while J.P. Morgan & Co. Inc., which analysts had estimated would show a decline, reported a 5% increase.

Fully taxable net interest income at Chase dropped to $565 million from $586 million in the fourth quarter of 1981 and $577 million in the third quarter of 1982. Chase's net interest

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Largest Holiday Clubs of 1982

The growth in holiday club payouts continued weak at banks in 1982, slowed considerably at savings and loan associations, but remained strong at credit unions. Tables show all banks with $1 million or more in holiday clubs and all S&Ls and credit unions responding to the annual survey. Breakdowns include club accounts by type and payment schedule. Tables begin on page.....8

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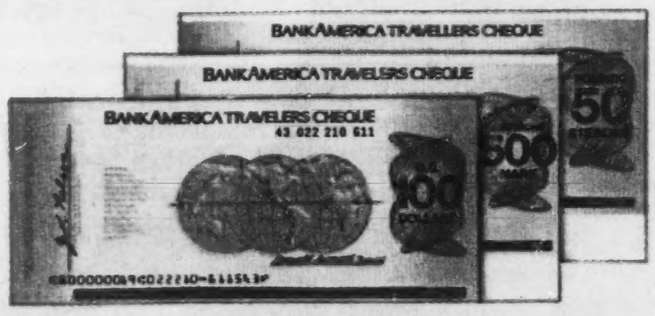

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LARGEST HOLIDAY SAVINGS CLUBS OF 1982

BANKS WITH CLUB PAYOUTS OVER $1,000,000

Compiled by American Banker from Data Previousiy Published in Our Column

Name of Bank	Distribution 1982 $	Distribution 1981 $	Number of Accounts 1982	Number of Accounts 1981	Major Type of Account Offered(a) 1982	Major Type of Account Offered(a) 1981	Most Common Payment Schedule(b) 1982	Most Common Payment Schedule(b) 1981
Bank of America NT&SA, San Francisco	114,063,236	121,061,538	248,232	266,112	E	C	F	F
Chemical Bank, New York	42,776,022	36,286,916	103,240	93,914	C	C	W	W
Wells Fargo Bank NA, San Francisco	29,661,148	30,888,214	66,855	75,667	E	E	B	B
Bank of New York	27,868,881	25,279,764	85,004	81,543	C	C	W	W
Bank of Hawaii, Honolulu	16,827,337	13,904,723	48,216	40,379	C	C	B	B
Crocker National Bank, San Francisco	16,000,000	16,000,000	48,000	48,000	C	C	M	M
European Amer. B & T Co., New York	15,006,716	14,599,225	35,755	35,340	C	C	W	W
People's Svgs Bk-Bridgeport, Conn	13,143,950	12,597,056	36,568	36,541	C	C	W	W
Chase Manhattan Bank NA, New York	12,163,013	8,796,515	21,036	17,432	E	E	M	M
American Bank & Trust Co., Reading, Pa.	11,220,674	10,532,983	35,779	36,525	C	C	B	B
National Community Bk, Rutherford, N.J.	10,416,291	8,305,757	32,207	28,720	C	C	W	W
Citibank NA, New York	10,400,000	15,900,000	30,700	46,200	C	C	B	B
Dime Savings Bank of New York	10,305,780	10,932,959	28,206	33,041	P	P	W	F
First Eastern Bank NA, Wilkes-Barre, Pa.	9,880,149	9,552,697	31,841	34,329	C	C	W	W
Williamsburgh Svgs Bk, Brooklyn, N.Y.	9,788,814	9,506,026	29,325	34,059	P	C	W	W
Key Bank NA, Albany, N.Y.	9,243,734	7,729,947	29,251	23,955	C	C	W	W
Beneficial Savings Bank, Philadelphia	9,200,000	9,200,000	30,607	32,700	C	C	W	W
Hamilton Bank, Lancaster, Pa.	9,193,943	8,318,433	29,077	28,993	C	C	F	F
United Jersey Bank, Hackensack, N.J.	9,104,874	8,444,100	19,536	21,060	C	C	W	W
New Jersey Bank, West Paterson	8,410,753	7,810,343	22,974	22,600	C	C	W	W
American National Bank, Morristown, N.J.	8,300,000	8,830,000	35,144	45,525	P	P	F	F
Hudson City Savings Bank, Paramus, N.J.	7,829,500	5,824,800	27,300	19,800	P	P	F	F
Merchants National Bank, Mobile, Ala.	7,827,438	7,893,829	32,240	22,028	C	C	W	W
First Hawaiian Bank, Honolulu	7,205,855	7,144,832	27,183	23,620	C	C	B	B
First Interstate Bank of Nevada, Reno	6,854,790	7,044,015	14,881	18,730	C	C	W	W
Provident Savings Bank, Jersey City, N.J.	6,853,503	7,212,065	19,282	21,984	C	C	W	W
Colonial Bank, Waterbury, Conn.	6,727,999	6,557,200	21,264	22,254	C	C	W	W
United Penn Bank, Wilkes-Barre, Pa.	6,500,000	6,600,000	24,500	25,000	C	C	W	W
Howard Savings Bank, Newark, N.J.	6,453,099	7,052,107	18,454	24,074	P	P	W	W
First Jersey National Bank, Jersey City.	6,434,000	N.A.	29,000	N.A.	C	C	W	W
Northeastern Bank, Scranton, Pa.	6,417,897	5,970,434	19,878	19,402	C	C	W	W
Germantown Svgs Bank, Bala-Cynwd, Pa.	6,325,424	6,241,724	18,339	19,725	C	C	W	W
Fulton Bank, Lancaster, Pa.	6,263,389	6,399,532	14,345	15,464	C	C	B	B
First N. St. Bk. of S. Jersey, Pleasantville	6,200,000	6,157,789	23,635	24,124	C	C	W	W
York Bank & Trust Co., Pa.	6,026,187	5,903,592	15,343	15,703	C	C	W	W
Citizens Savings Bank, Providence, R.I.	5,995,916	5,890,802	19,135	21,270	C	C	W	W
Albany Savings Bank, N.Y.	5,799,131	5,938,255	19,583	28,118	P	P	W	W
First Seneca Bank, Oil City, Pa.	5,477,291	5,011,365	17,428	22,187	C	C	F	F
Peoples Westchester SB, Tarrytown, NY	5,299,758	5,282,775	17,990	20,828	P	P	W	W
Citizens National Bank, Evansville, Ind.	5,291,719	4,867,867	8,274	8,634	E	E	W	W
Central Jersey Bank & Trust Co., Freehold	5,289,130	5,307,355	16,054	16,783	C	C	W	W
Piedmont Trust Bank, Martinsville, Va.	5,265,899	4,521,488	9,335	9,627	C	C	W	W
Gallatin National Bank, Uniontown, Pa.	5,183,713	4,440,858	20,409	20,503	C	C	W	W
Central Penn National Bank, Philadelphia	5,000,000	5,144,912	16,500	17,772	C	C	W	W
Fidelity Bank, Philadelphia	4,939,677	5,152,524	15,109	16,001	C	C	W	W
First National Bank, Columbia, S.C.	4,907,632	4,828,884	12,598	14,732	E	E	B	B
Marine Bank, Erie, Pa.	4,844,303	2,256,455	18,142	9,986	C	C	W	W
Dauphin Deposit B&T Co., Harrisburg, Pa.	4,840,608	5,085,083	15,745	17,190	C	C	B	B
Equibank, Pittsburgh	4,705,265	5,113,479	13,999	15,975	C	C	B	B
Old Stone Bank, Providence, R.I.	4,528,970	5,769,737	14,147	18,123	C	C	W	W
Fleet National Bank, Providence, R.I.	4,514,668	4,575,526	15,622	16,530	C	C	W	W
Manhattan Savings Bank, New York	4,446,787	4,263,089	15,813	15,463	P	P	W	W
Union Trust Co., Stamford, Conn.	4,164,160	4,130,840	10,964	12,739	C	C	W	W
Green Point Svgs Bank, Brooklyn, N.Y.	4,075,715	4,113,644	13,347	14,324	P	P	W	W
National City Bank, Cleveland	4,068,362	4,155,545	13,123	16,447	C	C	B	B
Bank of Commerce, New York	3,963,579	3,575,390	10,491	9,786	C	C	W	W
Bank of Pennsylvania, Reading	3,870,448	3,842,191	10,383	11,613	P	P	B	B
Key Bank of Central New York, Syracuse	3,764,907	3,617,231	13,236	12,482	C	C	W	W
First Pennsylvania Bank, Philadelphia	3,703,110	4,011,520	13,117	14,616	C	C	W	W
Merchants Bank, Allentown, Pa.	3,653,145	3,721,778	11,958	12,695	C	C	W	W
Huntington Nat'l Bank, Columbus, Ohio	3,565,347	3,979,381	11,933	15,826	C	C	B	B
Maryland National Bank, Baltimore	3,550,405	3,699,750	14,286	17,426	C	C	W	W
State National Bank, Bridgeport, Conn.	3,442,062	3,354,767	10,394	10,814	C	C	W	W
Morris Cty. Svgs Bk, Morristown, N.J.	3,400,122	3,326,453	9,009	9,440	P	P	W	W
Union National Bank, Pittsburgh	3,387,828	3,601,009	15,134	16,912	C	C	B	B
Citizens First Nat'l Bank, Ridgewood, N.J.	3,306,244	3,162,873	9,213	10,059	C	C	W	W
Wilmington Trust Co., Del.	3,149,208	3,155,831	8,304	9,004	E	E	M	M
Dollar Svgs & Tr Co., Youngstown, Ohio	3,107,560	3,260,655	9,651	10,599	C	C	F	F
American Security Bank, Honolulu	3,063,376	3,231,731	11,694	12,502	C	C	B	B
Genesee Merchants B&T Co., Flint, Mich.	3,056,907	2,819,740	14,506	13,902	C	C	B	B
Midlantic NB/Merchants, Neptune, N.J.	3,038,433	3,047,096	9,962	9,554	C	C	W	W
Delaware Trust Co., Wilmington	3,012,615	2,923,762	8,563	8,537	C	C	W	W
Plymouth-Home NB, Brockton, Mass.	2,997,992	3,045,582	11,297	12,815	C	C	W	W
Staten Island Savings Bank, New York.	2,952,000	2,948,000	9,142	10,023	P	P	W	W
First-Citizens Bk & Tr Co., Raleigh, N.C.	2,905,571	2,432,838	8,820	8,532	S	S	M	M
Home & City Savings Bank, Albany, N.Y.	2,887,899	2,837,617	11,910	15,094	P	P	W	W
Security Trust Co., Rochester, N.Y.	2,879,748	2,921,927	11,160	12,371	C	C	W	W
United States Nat'l Bank, Portland, Ore.	2,831,385	2,855,221	9,656	9,998	C	C	B	B
United National Bank, Plainfield, N.J.	2,802,858	2,773,491	6,278	6,546	C	C	W	W
Midlantic NB/Citizens, Englewood, N.J.	2,741,000	2,819,000	7,455	8,670	C	C	W	W
New Haven Savings Bank, Conn.	2,703,747	2,566,696	9,607	10,191	C	C	W	W
Suburban Bank, Bethesda, Md.	2,632,685	2,741,635	8,837	9,666	C	C	B	B
Orange Savings Bank, Livingston, N.J.	2,588,321	2,617,090	10,974	8,662	P	P	F	F
Chemung Canal Trust Co., Elmira, N.Y.	2,587,194	1,909,280	9,677	9,320	C	C	W	W
South Carolina Nat'l Bank, Columbia	2,541,443	2,776,709	10,742	11,357	C	C	W	W
American Nat'l B & T Co., Mobile, Ala.	2,510,796	2,447,610	6,728	6,837	C	C	W	W
First Alabama Bank of Montgomery NA	2,490,000	2,687,000	8,000	9,500	C	C	F	W
First Valley Bank, Bethlehem, Pa.	2,472,601	2,656,760	7,027	9,922	C	C	B	B
Pennbank, Titusville, Pa.	2,397,220	1,839,915	17,085	11,836	C	C	F	F
Central Counties Bank, State College, Pa.	2,362,040	2,783,636	7,411	9,898	C	C	W	W
Springfield Institution for Savings, Mass.	2,358,566	N.A.	12,254	N.A.	C	C	W	W
Easton Nat'l Bank & Trust Co., Pa.	2,353,031	2,315,511	7,437	7,852	C	C	W	W
Guaranty Bank & Trust Co., Lafayette, La.	2,300,325	2,038,286	6,646	6,284	C	C	W	W
Peninsula Nat'l Bank, Cedarhurst, N.Y.	2,214,529	1,885,309	6,238	5,334	C	C	W	W
Golden State Sanwa Bk, San Francisco	2,184,309	N.A.	6,411	N.A.	C	...	B	...
Third National Bank, Nashville, Tenn.	2,154,378	2,636,759	5,467	7,209	C	C	B	B
New Bedford Institution for Svgs, Mass	2,134,527	1,975,271	7,018	7,169	P	P	F	F
Greater New York Savings Bank	2,092,000	2,343,000	9,057	10,271	P	P	W	W
First Nat'l Exchange Bank, Roanoke, Va.	2,080,121	2,263,098	9,658	10,910	C	C	W	W
Mid-State Bank & Trust Co., Altoona, Pa.	2,071,894	2,282,524	8,010	9,118	C	C	B	B
Northwest Bank, Oil City, Pa.	2,041,660	2,616,675	8,459	9,849	C	C	W	W
Schenectady Trust Co., N.Y.	2,010,562	1,869,233	6,787	6,613	C	C	W	W
Liberty Nat'l Bk & Tr Co., Louisville, Ky.	2,003,820	2,070,205	8,253	8,983	C	C	W	W
Community Svgs Bank, Rochester, N.Y.	1,999,962	2,075,239	6,125	6,553	P	P	F	F
Southern Bk & Tr Co., Greenville, S.C.	1,966,000	1,703,000	6,250	8,100	C	C	B	B
Eastern Savings Bank, Scarsdale, N.Y.	1,958,000	1,952,000	6,083	6,518	P	P	W	W
Provident National Bank, Philadelphia	1,892,513	1,945,575	6,653	7,230	C	C	W	W
Peoples NB of Central Jersey, Piscataway	1,880,805	1,741,946	5,817	6,081	C	C	W	W
Amoskeag Svgs Bank, Manchester, N.H.	1,841,830	2,027,720	7,046	8,450	P	P	F	F
First National Bank, Kenosha, Wis.	1,832,190	1,757,897	7,680	7,559	C	C	W	W
United Bank & Trust Co., Hartford, Conn.	1,794,743	1,393,295	7,288	5,591	C	C	W	W
National Savings Bank, Albany, N.Y.	1,785,975	1,785,990	6,565	8,743	P	P	F	F
Indiana National Bank, Indianapolis	1,774,934	1,819,310	4,826	5,177	P	P	B	B
Bristol Savings Bank, Conn.	1,731,875	1,699,368	7,112	7,914	C	C	W	W
Bank of Smithtown, N.Y.	1,724,521	1,468,828	4,886	4,549	C	C	W	W
Home Savings Bank, White Plains, N.Y.	1,695,012	1,662,344	4,592	4,819	C	C	W	W
First National Bank of Columbus, Ga.	1,690,175	1,557,845	5,615	5,539	C	C	W	W
M&I American Bk & Tr Co., Racine, Wis.	1,690,000	1,909,000	2,724	3,198	C	C	W	W
Hamburg Savings Bank, Brooklyn, N.Y.	1,670,819	1,630,884	5,218	5,509	P	P	W	W
Union Svgs Bank of L.I., Patchogue, N.Y.	1,661,158	1,296,856	6,273	5,293	C	C	W	W
Monroe Savings Bank, Rochester, N.Y.	1,649,763	1,272,395	5,254	3,772	C	C	W	W
Riverhead Savings Bank, N.Y.	1,630,540	639,478	8,424	2,545	C	C	W	W
City Bank, Honolulu	1,600,000	1,900,000	4,600	5,600	C	C	B	B
Hancock Bank, Gulfport, Miss.	1,574,917	1,581,791	6,221	7,356	C	C	W	W
Harter Bank & Trust Co., Canton, Ohio	1,564,509	1,930,487	5,679	8,991	C	C	W	W
Essexbank, Peabody, Mass.	1,535,091	1,605,276	4,587	5,312	C	C	W	W
Preston State Bank, Dallas	1,500,000	1,346,845	4,931	3,816	C	C	F	F
Riggs National Bank, Washington, D.C.	1,493,318	1,506,273	5,165	5,180	C	C	B	B
Mercantile Trust Co. NA, St. Louis	1,478,600	1,399,800	4,425	4,337	C	C	W	W
First NB of Bradford Cty., Towanda, Pa.	1,460,191	1,347,604	4,867	4,971	C	C	W	W
National City Bank, Evansville, Ind.	1,406,609	1,396,637	3,488	3,867	C	C	F	F
Casco Bank & Trust Co., Portland, Me.	1,376,714	1,453,873	4,542	5,251	C	C	W	W
Colonial-American NB, Roanoke, Va.	1,375,955	1,364,471	4,474	5,000	C	C	W	W
Midland Bank & Trust Co., Paramus, N.J.	1,372,537	1,289,792	3,546	3,402	C	C	W	W
Pacesttter B&T Co-W, Grand Haven, MI	1,367,984	1,295,878	3,934	4,249	C	C	W	W
Bankers Tr Co of Western NY, Jamestown	1,365,473	1,363,812	4,136	4,623	C	C	W	W
Bloomfield Savings Bank, N.J.	1,354,400	1,353,400	5,476	5,716	C	C	W	W
Old National Bank, Evansville, Ind.	1,342,111	1,275,534	3,520	3,371	C	C	F	F
Pawtucket Savings & Trust Co., R.I.	1,306,268	1,186,933	4,570	4,666	C	C	W	W
New England SB, New London, Conn.	1,305,857	854,975	5,220	3,960	C	C	W	W
Auburn Savings Bank, N.Y.	1,302,782	1,108,084	4,853	4,123	C	C	W	W
Savings Bank of Utica, N.Y.	1,300,000	1,262,000	5,300	6,600	C	C	W	W
Kanawha Vall'y Bk NA, Charlest'n, W.Va.	1,294,358	1,326,088	3,803	4,189	C	C	W	W
New Britain National Bank, Conn.	1,259,102	943,321	3,912	3,441	C	C	W	W
National Bank of Boyertown, Pa.	1,249,662	1,367,480	4,146	5,177	C	C	B	B
Liberty Bank, Honolulu	1,243,987	1,353,071	4,175	5,251	P	P	M	M
Connecticut Savings Bank, New Haven.	1,230,455	1,320,328	4,361	5,227	P	P	F	F
First Buckeye Bank NA, Mansfield, Ohio	1,228,447	1,293,387	4,219	4,987	C	C	F	F
Centerre Bank NA, St. Louis, Mo.	1,223,932	1,360,048	2,436	4,072	P	P	B	B
BancOne of Connecticut, Bridgeport	1,222,285	1,114,084	5,135	4,247	P	P	W	W
Central Fidelity Bank NA, Lynchburg	1,210,520	3,410,197	3,911	12,967	C	C	W	W
College Point Savings Bank, Queens, N.Y.	1,200,000	1,150,000	5,069	5,029	P	P	W	W
Kanawha B&T Co. NA, Charlest'wn, W.Va.	1,179,000	1,129,000	3,000	3,000	C	C	W	W
Fifth Third Bank, Cincinnati	1,168,587	1,222,663	4,693	5,395	C	C	W	W
Manufacturers National Bank of Detroit	1,162,090	1,247,000	5,014	5,446	C	C	B	B
Georgia Railroad Bk & Tr Co., Augusta	1,140,760	1,176,047	3,795	3,272	S	S	F	F
First Source Bank, South Bend, Ind.	1,136,971	1,217,218	5,579	6,448	C	C	B	B
Muskegon Bank & Trust Co., Mich.	1,126,986	1,099,601	3,563	3,684	C	C	F	F
Second National Bank, Warren, Ohio	1,116,793	1,240,731	3,147	3,831	C	C	W	W
Binghamton Savings Bank, N.Y.	1,099,355	1,100,515	3,507	3,834	P	P	F	F
American Svgs Bank, New Britain, Conn.	1,084,413	1,014,663	2,676	2,651	P	P	W	W
Berkshire Bk & Tr Co., Pittsfield, Mass.	1,072,537	967,761	3,025	3,168	C	C	W	W
Gary National Bank, Ind.	1,069,040	1,266,302	5,041	6,328	C	C	B	B
Merchants National Bank, Muncie, Ind.	1,037,526	1,170,862	5,396	6,797	C	C	W	W
Hudson Cty Svg Institution, Hudson, N.Y.	1,011,120	949,939	4,055	3,988	P	P	W	W
Mechanics Bank, Worcester, Mass.	1,008,241	959,370	2,334	2,658	C	C	W	W
Bank of New Hampshire NA, Manchester	1,003,385	889,173	2,855	2,728	C	P	W	W

(a)—Major account type:C-Coupon Book; P-Passbook; S-Statement Account; E-Electronic Funds Transfer.
(b)—Payment Schedule: W-Weekly; B-Bi-Weekly; F-Flexible (at depositor's discretion).
(N.A.)-Not Available.

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Credit Unions' Holiday Club Payouts Experience Growth in 1982

Continued from page 1

payouts rose by only 1.9%.

At the savings and loan associations surveyed, holiday club payouts rose by only 2% in 1982, after rising 7.1% in 1981. Prior to 1982, the smallest gain in club payouts by S&Ls, as recorded by the American Banker, was 2.9% in 1980.

However, at the credit unions surveyed, holiday club payouts rose 14% in 1982, after rising 16.3% in 1981. The American Banker began collecting holiday club data from credit unions in 1981.

Reasons for the Divergence in Growth

The major reason for the small increases in club payouts at commercial banks, savings banks, and savings and loan associations last year was the high level of interest rates on competing savings investments. These savings vehicles attracted funds that otherwise might have gone into club accounts.

Another reason for the sizable growth of credit union club payouts compared with those of the other groups was that 72% of the accounts in the survey (21 credit unions) are payroll deduction or statement accounts. In contrast, 77% of the bank club accounts in the survey (127 banks) are coupon books. Payroll deductions virtually guarantee that participants complete their club payments.

Survey Details

Findings of the American Banker annual survey of holiday clubs are based on data from 164 commercial and mutual savings banks that provided figures for both 1981 and 1982 and that had club payouts exceeding $1 million in both years. These banks had total disbursements of $810 million in 1982 compared with $797 million in 1981. Included are disbursements to Christmas club, Chanukah, and all other holiday accounts.

The 164 banks also showed a 4.6% decline in the number of Christmas club accounts — from 2,495,718 in 1981 to 2,380,996 in 1982. However, the average payout per account rose 5.8% — up from $319.37 in 1981 to $338 last year.

Twenty-nine savings and loan associations reported total payouts of $64.6 million last year, a gain of 2% from $63.3 million in 1981. In 1981, the 47 S&Ls surveyed posted a 7.1% gain in holiday club payouts.

These associations had 225,754 holiday club accounts last year, a drop of 2% from 230,600 accounts the previous year.

The average payout per account at these S&Ls rose 4.2% in 1982 — reaching $286.08 last year as compared to $274.55 in 1981.

Twenty-nine credit unions reported total disbursements from club accounts of $31.6 million, an increase of 14% from the 1981 total of $27.7 million. In 1981, the holiday club payout rose 16.3% for the credit unions surveyed.

Twenty-eight credit unions provided data on their holdiay club accounts for both 1982 and 1981. They had 80,464 holiday club accounts last year, a gain of 6.5% from the 75,570 accounts in 1981.

The average payout per account rose 9.6% to $377.59 from $344.38 in 1981.

The Largest Banks

Among the banks surveyed, the Bank of America NT&SA, San Francisco, remained in first place in the size of holiday club payouts last year. Its payout totaled $114.1 million, down 5.8% from $121.1 million in 1981.

Chemical Bank, New York, again was

in second place, with $42.8 million — up 17.9% from $36.3 million a year earlier. Wells Fargo Bank NA, San Francisco, moved from fifth to third place, with $29.7 million compared to $30.9 million in 1981.

The Bank of New York moved up three places to fourth, with $27.9 million — up 10.3% from $25.3 million the year before. The Bank of Hawaii, Honolulu, moved from 13th to 5th place with an increase of 20.9% in club

➤ Holiday Clubs: Page 11

Lobby . . .

Continued from page 2

rate," Mr. Murphy said. The franchise tax on banks is 12%, one of the highest in the nation; and banks in New York City pay an additional city tax of 13.8% for a combined tax rate of 25.8%. Other businesses pay a 10% corporate franchise tax and a 9% corporate income tax, totaling 19%.

Mr. Murphy said discussions will be held with the legislature to see if some type of differentiation could be worked out on the surcharge and the 12% vs. 10% franchise tax.

"We think that, instead of 18% and 17%, some lower differential would be very helpful to banking because it would give us a signal that there is recognition of our underlying problem."

Another area that has not been seriously looked at but came up for discussion by the bankers involves the tax on state and local bonds. Banks pay full tax on income derived from their portfolios of state and local bonds and other indebtedness in New York, while individuals owning New York obligations receive exemption, Mr. Murphy pointed out. If an exemption for banks could be phased in, it would help to right the inequities in terms of taxation and probably result in lower borrowing costs to localities and the state, he said.

Largest Trust Providers

New York's commercial banks are the largest providers of trust services in the nation, Mr. Murphy declared, managing approximately $140 billion in trust assets. "The pricing of these vital services is antiquated and non-uniform. New York State is one of six states which still has a statutory fee system where the legislature sets pricing standards in the trust business." He said reform was long overdue and said the bankers support a "reasonable fee" statute whereby every fiduciary would price its own product, determined by cost and competition.

A number of modernization measures are needed in several areas, specifically consumer credit, to simplify and diversify activities. Banks should be able to offer a full range of variable-rate consumer loan products, similar to the new mortgage and bank deposit products, Mr. Murphy said. He called for modification in the limits on the size of loans and offering of a second mortgage on a revolving credit basis.

The association also continues to support legislation allowing state-chartered savings banks to convert into stock form. Such action would open the way for inter-industry mergers and acquisitions as well as conversion from one form of institution to another.

Another area that came up for considerable discussion was the recommendation of the Heimann Commission giving insurance companies leeway to get into the banking business. "We will not oppose such legislation as long as banks receive the ability to offer insurance services at the same time," Mr. Murphy declared. "Commercial banks around the state, particularly smaller community and regional banks, will be at a further disadvantage if, in addition to Sears, American Express, and others, they have to compete with New York Insurance companies as supermarkets of financial services.

Any legislation expanding insurance company powers should also provide that banks be permitted to engage in insurance agency, brokerage and underwriting activities, the bankers indicated. Associaiton members also asserted their support of amendments to the federal Glass-Steagall Act to allow banks to underwrite revenue bonds and other money market funds.

The association will hold its mid-winter meeting on Jan. 27 at the Waldorf Astoria Hotel. ■

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California . . .

Continued from page 2

sale legislation in 1983," said Mr. Bonta.

Instead, he added, "the burden will be on the California Association of Realtors to sponsor legislation which lenders will undoubtedly oppose."

Legislative Turmoil

The legislature will be in turmoil this year, according to most observers. To begin with, it has a new Republican governor, George Deukmejian, but he is just about the only Republican in Sacramento in a position of power. Both houses of the legislature are controlled by Democrats, and most other elected officials are Democrats.

The state faces a massive, $1.5 billion budget deficit this fiscal year, according to the new governor. The state controller, Kenneth Cory, estimates the deficit as closer to $2 billion. Last week in his State of the State address to the legislature, Mr. Deukmejian proposed spending cuts of $750 million in this fiscal year and covering the rest of his projected deficit by borrowing from private lenders and paying back in the next fiscal year, when revenues are expected to be higher.

His proposals, however, are running into trouble in the legislature. It is expected that much of this year's legislative activity will be consumed with the budget.

Meanwhile, the California Bankers Association said it is not taking an official position on Mr. Deukmejian's California budget proposals.

A Los Angeles newspaper had reported that the California BA was ready to say that the governor's plan to issue registered warrants to cover some of the state's projected deficit was unacceptable.

At its regular board meeting last [illegible] the California BA said it has [illegible] taken a position on the warrants [illegible] does it intend to," a spokesman said.

Also increasing turmoil in Sacramento is a legislative fight over reapportionment.

The California BA has on its agenda only a handful of bills to introduce, none of which are likely to run into heavy opposition.

These include a bill to modernize and improve upon the fiduciary investment standard (known as the prudent man rule) and some relatively minor changes in trust law. Also planned is a bill to conform state law on bankers acceptances to federal law as well as a measure on mobile home lending. A miscellaneous "cleanup bill" is also expected. ■

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NOTE

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Savings & Loan Club Payouts

Name of S&L	Distribution 1982 $	Distribution 1981 $	Number of Accounts 1982	Number of Accounts 1981	Major Type of Account Offered(a) 1982	Major Type of Account Offered(a) 1981	Most Common Payment Schedule(b) 1982	Most Common Payment Schedule(b) 1981
Honolulu Fed. S & L Assn.	7,235,543	6,771,822	21,969	23,189	E	E	M	M
Westchester FS&LA, New Rochelle, N.Y.	5,207,688	4,367,583	22,422	18,941	C	C	W	W
Northeast Savings, FA, Hartford, Conn.	5,193,605	5,699,047	17,763	22,210	P	P	B	B
Carteret S & L Assn., Morristown, N.J.	4,800,000	4,200,000	11,546	10,621	C	C	W	W
Broadview S & L Co., Cleveland	4,365,791	4,770,852	31,237	30,282	P	P	W	W
Suburban S & L Assn., Wayne, N.J.	3,803,752	2,500,290	11,391	7,739	P	P	F	F
Columbia S & L Assn., Fair Lawn, N.J.	3,072,220	3,250,869	9,220	9,214	C	C	W	W
Washington Fed. S&L Assn., New York	2,794,618	2,735,457	10,586	10,388	P	P	F	F
Reliance FS&LA, Garden City, N.Y.	2,781,185	2,855,479	9,576	10,723	P	P	F	F
Parkvale S & L Assn., Pittsburgh	2,661,936	2,006,684	8,243	5,405	P	P	F	F
Great American FS&LA, Homestead, Pa.	2,554,903	2,627,977	8,835	9,659	P	P	W	W
Home Federal S&L Assn., Queens, N.Y.	2,454,719	2,492,942	8,868	9,204	P	P	F	F
Continental Fed S&L Assn., Cleveland	2,311,793	2,792,407	7,760	11,055	P	P	F	F
Bay View FS&LA, San Mateo, Calif.	1,676,883	1,588,937	4,087	3,951	P	P	B	B
Suburbia FS&LA, Garden City, N.Y.	1,580,806	1,714,281	4,272	4,954	S	S	F	F
North Jersey S & L Assn., Passaic	1,577,206	2,284,519	4,347	6,509	P	P	W	W
New Home FS&LA, Wyomissing, Pa.	1,374,597	1,373,502	3,816	4,582	P	P	F	F
South Shore FS&LA, Massapequa, N.Y.	1,201,191	1,175,783	3,095	4,293	P	P	W	W
Investors S & L Assn., Millburn, N.J.	1,187,166	1,088,723	3,631	3,536	C	C	W	W
Florida Fed S&L Assn., Petersburg	1,100,000	1,200,000	2,813	3,354	P	P	F	F
State Savings Federal Assn., Queens, N.Y.	1,077,967	1,031,581	3,898	3,920	P	P	W	W
Island Fed. S & L Assn., Hempstead, N.Y.	989,646	1,036,590	4,515	3,649	P	P	W	W
Guarantee Svgs, FS&LA, Fresno, Calif.	776,549	733,682	2,791	2,678	P	P	F	F
First Savings Assn., Milwaukee, Wis.	769,963	915,314	2,486	3,694	P	P	F	F
Home S & L Assn., Youngstown, Ohio	724,241	754,187	2,120	2,283	P	P	F	F
First Fed S & L Assn., Lincoln, Neb.	720,482	660,494	2,790	2,560	S	S	F	F
Fidelity FS&LA, West Palm Beach, Fla.	247,649	234,606	585	629	P	P	F	F
Hollywood Fed S & L Assn., Fla.	173,424	150,815	770	726	C	C	W	W
State S & L Assn., Stockton, Calif.	167,274	297,519	322	652	S	S	F	F

(a)—Major account type:C-Coupon Book; P-Passbook; S-Statement Account; E-Electronic Funds Transfer.
(b)—Payment Schedule: W-Weekly; B-Bi-Weekly; F-Flexible (at depositor's discretion).
(N.A.)-Not Available.

Credit Union Club Payouts

Name of CU	Distribution 1982 $	Distribution 1981 $	Number of Accounts 1982	Number of Accounts 1981	Major Type of Account Offered(a) 1982	Major Type of Account Offered(a) 1981	Most Common Payment Schedule(b) 1982	Most Common Payment Schedule(b) 1981
East Hartford Aircraft Fed CU, Conn.	4,028,575	3,979,299	10,070	10,674	S	S	W	W
Municipal Employees CU, Baltimore	3,039,256	3,031,477	8,220	8,086	S	S	B	B
Motorola Emp. CU-West, Phoenix, Ariz.	2,648,807	1,867,700	5,037	4,120	E	E	W	W
Nationwide CU, Columbus, Ohio	2,279,891	1,771,161	7,371	6,671	S	S	B	B
State Employees CU, Lansing, Mich.	2,114,053	1,955,790	4,797	4,867	S	S	B	B
IBM Endicott-Oswego Emp FCU, N.Y.	2,111,035	1,983,467	5,293	5,158	S	S	F	F
Lansing Automaker's Fed CU, Mich.	1,973,001	1,666,106	3,122	N.A.	S	S	W	W
Tropical Telco Fed CU, Miami	1,844,300	1,510,210	4,500	3,900	S	S	W	W
John Deere Emp. CU, Waterloo, Iowa	1,342,367	1,391,339	3,452	3,561	S	S	F	F
Fort Monmouth Fed CU, N.J.	1,280,110	849,896	2,760	1,975	S	S	F	F
Dearborn Fed CU, Mich.	1,108,677	1,112,010	3,060	3,234	S	S	F	F
Marquette CU, Woonsocket, R.I.	1,050,159	1,090,557	5,171	5,459	C	C	W	W
Teachers CU, South Bend, Ind.	955,920	795,863	2,905	2,572	S	S	F	F
Weyerhaeuser CU, Longview, Wash.	695,083	650,100	1,607	1,616	S	S	B	B
State Capitol CU, St. Paul, Minn.	601,000	321,000	2,064	1,337	S	S	F	F
Denver Public School Emp. CU	586,768	514,353	1,346	1,311	S	S	F	F
Langley Fed CU, Hampton, Va.	554,000	525,000	2,027	1,768	S	S	W	W
Keesler FCU, Keesler A.F.B., Miss.	487,511	465,151	1,701	1,425	C	C	W	W
Workers' CU, Fitchburg, Mass.	460,000	181,000	1,476	680	C	C	W	W
Webster Credit Union, Mass.	438,375	407,988	1,725	1,980	P	P	W	W
Andrews Fed CU, Allentown, Md.	431,526	415,771	1,253	1,449	E	E	B	B
Charleston Naval Shipyard FCU, S.C.	408,000	217,000	980	425	C	C	B	B
Michigan State University FCU, E. Lansing	272,571	287,834	828	937	S	S	F	F
Oahu Educational Emp. FCU, Honolulu	270,917	198,339	789	638	C	C	W	W
Grand Rapids Teachers CU, Mich.	223,103	169,867	691	643	S	S	W	W
Tyndall Fed CU, Panama City, Fla.	105,792	99,682	317	367	S	S	F	F
MacDill Air Force Base Fed CU, Fla.	85,000	60,000	200	125	S	S	F	F
Vandenberg FCU, Vandenburg AFB, Calif.	83,026	71,737	255	259	S	S	W	W
Utah State Employees CU, Salt Lake City	82,539	101,448	549	333	S	S	F	F

(a)—Major account type:C-Coupon Book; P-Passbook; S-Statement Account; E-Electronic Funds Transfer.
(b)—Payment Schedule: W-Weekly; B-Bi-Weekly; F-Flexible (at depositor's discretion).
(N.A.)-Not Available.

Breakdown of Holiday Clubs By Type of Account and Payment Schedule(a)

Schedule(b)	Year	Type of Account(b): Coupon	Passbook	Statement	EFT	Total
Weekly	1982	90(5)(4)	17(6)(1)	0(0)(5)	1(0)(1)	108(11)(11)
	1981	91(5)(4)	16(6)(1)	0(0)(5)	1(0)(1)	108(11)(11)
Bi-weekly	1982	26(0)(1)	3(2)(0)	0(0)(4)	2(0)(1)	31(2)(6)
	1981	25(0)(1)	3(2)(0)	0(0)(4)	2(0)(1)	30(2)(6)
Monthly (c)	1982	1(0)(0)	0(0)(0)	1(0)(0)	2(1)(0)	4(1)(0)
	1981	1(0)(0)	0(0)(0)	1(0)(0)	2(1)(0)	4(1)(0)
Flexible (d)	1982	11(0)(0)	10(12)(0)	1(3)(12)	1(0)(0)	23(15)(12)
	1981	11(0)(0)	11(12)(0)	1(3)(12)	0(0)(0)	23(15)(12)
Totals (e)	1982	128(5)(5)	30(20)(1)	2(3)(21)	6(1)(2)	166(29)(29)
	1981	128(5)(5)	30(20)(1)	2(3)(21)	5(1)(2)	165(29)(29)

(a)—For commercial and savings banks with $1 million or more in payouts in 1982; all reporting savings and loan associations and credit unions. The figures for S&Ls are shown in the first parenthesis and the figures for credit unions are in the second parenthesis.
(b)—Represents the majority of the bank's or S&Ls club accounts.
(c)—Includes 10-payment plan payment schedules.
(d)—At the depositor's discretion.
(e)—Totals for 1982 and 1981 may not agree because some institutions were not offering clubs in 1981 or their figures were not available.

To Our Readers

American Banker would appreciate your comments on the statistical table in today's issue. Would you be good enough to answer the following questions and return to: L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y., 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ **Title**_____

Company_____ **Phone**_____

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Credit Union Holiday Clubs Pay Bigger Rates

Continued from page 10

payouts — rising from $13.9 million in 1981 to $16.8 million in 1982.

Just one savings bank ranked among the 10 largest banks in club payouts. People's Savings Bank, Bridgeport, Conn., was eighth, with $13.1 million in payouts in 1982. This was up from $12.6 million a year earlier.

Rounding out the 10 largest were: Crocker National Bank, San Francisco, in sixth place with $16 million; European American Bank & Trust Co., New York, in seventh with $15 million; Chase Manhattan Bank NA, New York, in ninth place with $12.2 million (an increase of 38.6% from a year earlier when it had $8.8 million in holiday club payouts); and American Bank & Trust Co., Reading, Pa., in 10th place with $11.2 million.

The Largest S&Ls and CUs

For the third consecutive year, Honolulu Federal Savings & Loan Association was the largest S&L in terms of holiday club disbursements. Its club payouts totaled $7.2 million, up 5.9% from the $6.8 million figure in 1981.

Westchester Federal Savings & Loan Association, New Rochelle, N.Y., was second with $5.2 million, compared with $4.4 million a year earlier.

The next three associations in order of ranking were: Northeast Savings FA, Hartford, Conn., with $5.19 million; Carteret Savings & Loan Association, Morristown, N.J., with $4.8 million; and Broadview Savings & Loan Co., Cleveland, with $4.4 million.

East Hartford Aircraft Federal Credit Union, Conn., the nation's 44th largest credit union in terms of assets, was again the largest credit union in size of holiday club payouts last year. It disbursed $4.03 million, which was up 1.3% from the $3.98 million paid out in 1981.

The Municipal Employees CU of Baltimore, the nation's 71st largest credit union, was second with $3.04 million. This was up from $3.03 million a year earlier.

The next three credit unions in order of ranking were: Motorola Employees Credit Union-West, Phoenix, with $2.6 million, up 36.8% from $1.9 million a year earlier; Nationwide Credit Union, Columbus, Ohio, with $2.3 million, up 27.8% from $1.8 million; and State Employees Credit Union, Lansing, Mich., with $2.1 million, up 5% from $2 million.

Gleanings from the Tables

Today's American Banker includes a table listing the commercial and savings banks that paid out $1 million or more to their respective club accounts in 1982. The table also contains the 1981 payout, the number of accounts for each year, the major type of account offered each year, and the most common payment schedule each year.

As in previous years, a table of payouts is included for all savings and loan associations that provided data for the survey. There is also a table of payouts for credit unions that participated in the survey.

Another table, entitled "Breakdown of Holiday Clubs by Type of Account and Payment Schedule," summarizes the responses of the banks, savings and loans, and credit unions to a question about accounts and their payments.

The summary table shows that 77% of the commercial and savings bank payouts were coupon books, while 69% of the S&L payouts were passbook, and 72% of the credit union payouts were statement accounts.

Also, as the summary table shows, 65% of the commercial and savings banks had a weekly payment schedule, while 52% of the S&Ls and 41% of the credit unions had a flexible payment schedule. ■

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Schroder Fund Sells New Shares In Test of Reg Y Definition

Naess & Thomas Open-End Under Law, Closed by Fed Ruling

By DAVID O. TYSON

NEW YORK — Just as Dreyfus Corp. stretches the definition of a commercial bank to get into the banking business, a bank affiliate is stretching the definition of a mutual fund so an investment company it manages can sell more stock.

Naess & Thomas Special Fund Inc. is taking orders for an unlimited number of new shares from present shareholders and from clients of the counseling firm that runs it — Schroder Capital Management Inc., an affiliate of J. Henry Schroder Bank & Trust Co.

The firm feels it has the capacity to invest any amount of cash that comes in, and they believe the deal is entirely in accordance with the Glass-Steagall Act and Federal Reserve regulations.

The settlement date is Feb. 4 for what in effect is a one-day offering without underwriting. Officers say the fund is selling the shares directly under a

➳ Schroder: Page 28

Seafirst Shares Drop on News Of Loss, Credit Agreement

By JOHN P. FORDE

NEW YORK — The stock price of Seafirst Corp. drifted lower in heavy trading on the New York Stock Exchange Friday following news of a $61.4 million fourth-quarter loss and a big credit line to shore up the markets' confidence in the institution.

According to a "gentleman's agreement," 12 major banks will supply the bank holding company with a backup line of $1.5 billion in Federal funds.

Seafirst shares, which closed Thursday at 15¾, dropped as low as 13½ but had firmed to around 14½ by mid-afternoon on a volume of about 200,000 shares. Before its widely publicized loan losses stemming from the failure of Penn Square Bank last summer, Seafirst stock had traded as high as 33½ in 1981 and closed that year at 28½.

In a telephone interview from Seattle Friday, Richard P. Cooley, who took over as head of Seafirst Jan. 1., revealed that he began negotiating the aid package on Friday, Jan. 13, and that the informal agreement was reached last Tuesday.

Mr. Cooley also told a group of about 200 top officers Thursday night that the firm would institute a "functional cost review" to pare noninterest expenses. But he added that there would not be wholesale layoffs of personnel. Last summer, Seafirst laid off or reassigned about 400 employees to cut expenses.

➳ Seafirst: Page 31

Withholding Rules Called Too Vague

By LISA J. Mc CUE

WASHINGTON — The American Bankers Association says proposed Internal Revenue Service regulations on withholding interest income are so unclear that they will slow implementation of the program.

At the invitation of the IRS, the bank trade group submitted a list of questions and answers which it said might help bankers understand these rules a little better. The response is 53 pages long and includes several diagrams to describe situations which the ABA considers too complex to describe in words.

Meanwhile, the U.S. League of Savings Institutions also recommended revision of the IRS regulations in a 16-page document which charged that the withholding plan is an unnecessary and significant burden for financial institutions.

"We know that withholding compliance will be extremely costly for all financial institutions, reduce the financial return of depositors, and will create unwarranted confusion for the public," the U.S. League told the IRS in a letter.

The letter added that the trade group hoped that the IRS would use the league's recommendation to simplify the tax-collection procedures.

The ABA worked with the IRS to develop rules to implement the withholding provision that was issued

➳ Withholding: Page 30

Northwest Starts Mortgage 'Conduit'

Subsidiary May Sell $6 Billion in Securities This Year

By KAREN SLATER

NEW YORK — A unit of Northwest Bancorp., Minneapolis, has launched an ambitious "conduit" program that will help banks and thrifts sell conventional mortgage loans to institutional investors.

The new program is being offered by Banco Mortgage Co., the nation's third largest mortgage servicer, and by a new subsidiary called Residential Funding Corp.

They have begun buying conventional (nongoverment-insured) mortgages from originating lenders and transforming them into more marketable mortgage pass-through securities. The paper is then being sold to investors through Salomon Brothers, the venerable Wall Street firm.

Banco Mortgage last week filed a shelf registration with the Securities and Exchange Commission for an offering of up to $2 billion in pass-throughs. This tied a Citicorp offering as the largest shelf registration to date.

Further, Rebecca L. Walker, president of RFC, says the firm is hoping to handle between $2 billion and $6 billion in loans in the next year alone.

The business of channeling institutional money into conventional mortgage lending is currently dominated by a pair of quasi-gov-

➳ Banco: Page 30

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Trust Management Review

Trust bankers gathering in Atlanta find their business universe altering rapidly. The Chinese Wall and Regulation 9 are being renovated, money market mutual funds are less of a threat, but competition looms in the investment management business. David O. Tyson reports on the fast changes. See page.....12

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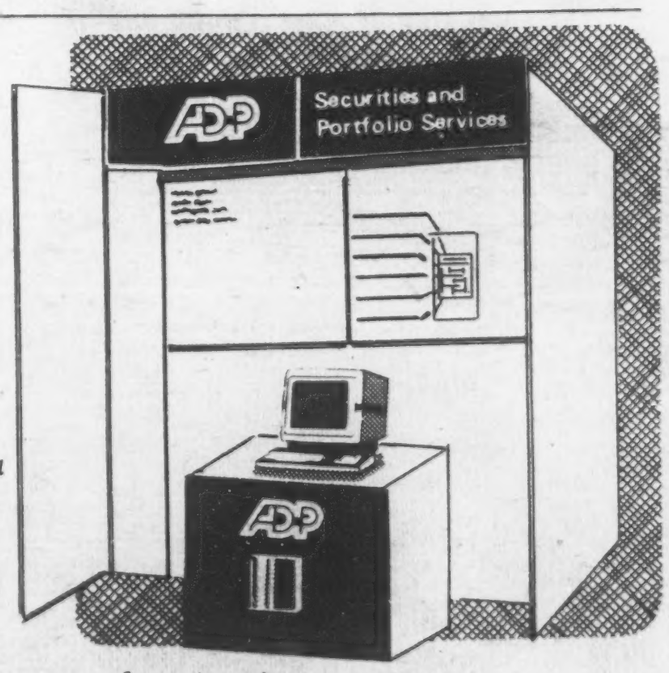

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Bank of America Rebuffed in Bid To Learn Identity of 'Witness X'

Ruling Made in Suit Charging Trust Funds Improperly Used

By GORDON MATTHEWS

NEW YORK — The California Supreme Court has denied a motion by Bank of America NT&SA to discover the identity of "Witness X," a former BofA officer helping lawyers prepare the massive Van de Kamp class action lawsuit against the bank's trust department.

The court on Friday did not comment in denying the bank's motion for a hearing on the matter. The bank was rebuffed earlier on the issue by the state superior court in Los Angeles, where the case is pending, and by a state appellate court.

The suit, which is being followed with concern by the trust industry, accuses Bank of America of profitably using for itself large amounts of trust cash over the years through an assortment of subtle techniques.

The suit say the methods used by the bank included deliberately ignoring cash management practices, debiting trust accounts before payments were needed, and depositing trust cash with itself at low rates of interest.

Lawyers for the plaintiffs argued that identifying any former bank insiders helping them would subject these persons to retaliation from the banking industry and block this source of information.

➳ Van de Kamp: Page 27

Occidental Delivers $1 Billion Check

Represents Partial Payment of Takeover Loan

Special to the American Banker

NEW YORK — In a highly unusual ceremony Friday morning, Armand Hammer, chairman of Occidental Petroleum Co., presented his bankers with a $1 billion check.

The payment represented part of the $1.9 billion Occidental borrowed to pay for its purchase of Cities Services Co.

At the Park Ave. headquarters of Manufacturers Hanover Corp., Mr. Hammer was joined by Llewellyn Jenkins, that banking company's vice chairman, and Roger E. Anderson, chairman of Continental Illinois Corp.

A. Robert Abboud, president of Occidental and former chairman of First National Bank of Chicago, also attended.

Armed with the $1.9 billion loan, Occidental last August bought Cities Services in the second largest merger deal of the year. The battle for Cities Services, the country's 19th largest oil and gas company, was a long and heated one. Occidental made its $4.02 billion hostile bid after Gulf Oil Corp. backed out of a merger with Cities Service earlier in August.

The Occidental-Cities Services deal was one of many big mergers that took place in the oil industry over the last several years. In fact, 1982's biggest merger was U.S. Steel's $5.9 billion agreement with Marathon Oil.

Banks have come under fire for granting the huge loans that are used to finance giant corporate mergers. Critics charge that the loans are not for productive purposes and drain loanable funds from smaller business and individuals.

"I think when loans are made and they can be paid off so quickly, then

➳ Occidental: Page 26

Lead-Bank Ties Disappearing

By ROBERT E. NORTON

NEW YORK — Relationship banking may not be dead, but earning a principal bank relationship with a major corporation is becoming increasingly difficult, according to a recent study by Greenwich Research Associates.

During the last six years, the consulting firm found that commercial banks have lost nearly 4,600 principal relationships — those in which a company uses most of a bank's services — from the nation's largest companies.

Forty-two percent of the nearly 2,000 firms polled said competitive loan pricing was "essential" in determining lead-bank relationships, and more than one-third cited flexibility in tailoring bank services to their needs and provision of most credit needs under this heading.

But long-term historical relationships ranked "notably lower than in prior years as a reason for lead relationships with a bank," the survey stated. Only 13% of the companies now regard this factor as essential in their choice of a lead bank.

Rewards Are Great

But the rewards are great for a bank that does earn the principal position with a major company. The survey found that the top firms "concentrate, on average, 64% of their credit business and 77% of their operating business with these banks."

Greenwich each year polls 1,916 corporations on their banking practices, including the top 1,350 public industrial companies. Personal interviews are conducted with chief financial officers at 1,200 of the companies on the list.

The study also documents the increasing shift toward nonprime and subprime loan pricing. Greenwich Associates last fall released an abstract of the complete survey showing that two-thirds of the companies are being offered subprime loans based on the London interbank offered rate or on other formulas and that about half of them are taking advantage of these terms.

In 1982, for example, 48% of the respondents borrowed below prime, compared with 37% in 1981.

Another jump was in the use of short-term commercial loans designed to compete with commercial paper rates, up from 15% in 1981 to 21% last year.

In term lending, usage of fixed-rate loans increased from 10% of the companies to 13%, while floating-rate term

➳ Greenwich: Page 26

Top 10 Earning Banks

FULL YEAR RESULTS

	Operating Income (millions of dollars) 1982	1981	% Chg.
1. Citicorp	$747.0	$555.0	34.6
2. J.P. Morgan & Co.	$441.7	$374.4	18.0
3. BankAmerica Corp.	$419.6	$445.4	(5.8)
4. Chase Manhatten Corp.	$332.5	$443.9	(25.1)
5. Manufacturers Hanover Corp.	$296.3	$256.6	15.5
6. Chemical New York Corp.	$269.1	$215.2	25.0
7. Security Pacific Corp.	$234.1	$207.2	13.0
8. Bankers Trust Co.	$228.5	$192.2	18.9
9. First Interstate Bancorp	$228.4	$246.5	(7.3)
10. InterFirst Corp.	$222.9	$171.7	29.8

FOURTH QUARTER RESULTS

	Operating Income (millions of dollars) 1982	1981	% Chg.
1. Citicorp	$190.0	$217.0	(12.4)
2. J.P. Morgan & Co.	$129.4	$124.7	3.8
3. Chase Manhattan Corp.	$108.0	$153.6	(29.7)
4. Manufacturers Hanover Corp.	$85.1	$70.9	20.0
5. Chemical New York Corp.	$80.0	$57.7	38.6
6. BankAmerica Corp.	$73.4	$84.6	(13.2)
7. Security Pacific Corp.	$68.5	$53.6	27.8
8. Bankers Trust New York Corp.	$57.3	$57.1	0.4
9. First Interstate Bancorp	$57.0	$63.3	(10.0)
10. InterFirst Corp.	$52.7	$50.1	5.2

J.P. Morgan & Co. Inc., the nation's fifth largest banking company, became the nation's second largest bank in earnings in 1982, surpassing BankAmerica Corp. and Chase Manhattan Corp., which fell one place each to third and fourth places, respectively. Citicorp, which posted the largest increase in income before securities transactions among the 10 largest banks in earnings — 34.6% — maintained its ranking as the top earner in banking for the second consecutive year.

Morgan posted an 18% increase in its net operating income in 1982 to move into second place, its highest ranking since American Banker began its earnings tabulations in 1968. Its previous highest ranking was third in 1980.

Three companies each advanced two places in rank: Chemical New York Corp., with a 25% gain in come advanced to sixth; Security Pacific Corp., with a 13% gain, moved up to seventh; and Bankers Trust New York Corp., with an 18.9% gain, jumped into eighth place.

InterFirst Corp., Dallas, joined the ranks of the 10 largest earners in banking for the first time with a 29.8% gain in income. InterFirst has moved up steadily in rank over the years from 26th place in 1972, to 15th place in 1977, and to 11th place in 1981.

Chase Has Sharpest Drop

Chase, with a 25.1% decline in earnings, had the sharpest drop among the banks ranked among the 10 largest in the nation. However, Continental Illinois Corp., which had ranked fifth in earnings in 1981 with $260.3 million, had a 67.6% drop

➳ Top Earnings: Page 28

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Cover p.1, 3, 28.

Schroder . . .

Continued from page 1

special dispensation from the Federal Reserve Board.

The $21 million Naess & Thomas Special Fund, which stands high in the mutual fund performance rankings, is registered with the Securities and Exchange Commission as an open-end investment company under the Investment Company Act.

But it is open-end with a cork in one end. It buys back any shares presented to it for redemption by shareholders, after a 1% back-end commission. And it makes a continuous offering of shares to non-U.S. citizens or residents, with no front-end load.

However, it does not offer shares continuously in the U.S. And that, the fund claims, qualifies it as a closed-end investment company for purposes of the Fed's Regulation Y, which specifies what nonbanking activities a bank holding company can get into.

One of the permitted activities is acting as investment adviser to an investment company, including a mutual fund. But at the time it added this amendment to Regulation Y in 1972, the Fed imposed a number of limitations to conform to the Glass-Steagall Act.

"In the board's opinion," an interpretive release said, "the Glass-Steagall Act provisions, as interpreted by the U.S. Supreme Court, forbid a bank holding company to sponsor, organize, or control a mutual fund.

"However, the board does not believe that such restrictions apply to closed-end investment companies as long as such companies are not primarily or frequently engaged in the issuance, sale, and distribution of securities."

In fact, this is the first offering of shares by the Naess & Thomas Special Fund since Schroders Inc., the British-controlled bank holding company, acquired the investment counseling firm of Naess & Thomas on Jan. 31, 1969. Management of the fund came with the deal.

The Fund's History

Like other mutual funds launched by investment counselors for the convenience of their customers, Naess & Thomas founded the fund on Dec. 21, 1959, so its clients could participate in special situations.

"When we started this fund, we did not intend to go into mutual funds as a business," says Mark W. Harriman, vice president of Schroder Capital Management.

"Funds were quite popular at the time. But our business was almost entirely wealthy individuals. We wanted a way for them to invest in growth situations. One way that was feasible was a mutual fund."

Typically, 5% to 10% of an account invested in high-quality stocks would go into the avowedly risky special fund.

It performed so well, Mr. Harriman says, that Naess & Thomas took it public in 1968 with an advertising campaign. But with the Schroder acquisition in 1969, the fund was closed again to U.S. investors.

Counseling and fund management were carried on in the Naess & Thomas Division of Schroders Inc. until the end of 1980 when the holding company transferred the business to Schroder Capital Management, which now has investment discretion for some $1.4 billion in assets.

These include the $123.4 million Cheapside Dollar Fund, a noload equity mutual fund registered with the SEC but available only to non-U.S. investors. It is named after the street in the City of London where Schroders Public Limited Co., the parent of Schroders Inc., is located.

Schroder Capital Management furnishes no investment advice to J. Henry Schroder Bank & Trust, the nation's 212th largest trust institution at the end of 1981, with $328.4 million discretionary assets.

"We are totally separate from the bank," says James R. Hocking, president of the firm.

"We have our own board, our own capital, our own budget. We could not be more independent."

The prospectus notes that the bank as of last April held 17.6% of the fund's shares through a nominee, which seems to violate the guidelines the Fed laid down in its 1972 interpretive release. That bars bank holding companies and their subsidiaries from buying the shares of any investment company for which they act as investment advisers.

But Mr. Hocking says the nominee holdings are "for foreign beneficial owners whose interest in the fund originated abroad."

Similarly, the Fed interpretive release forbids a bank holding company affiliate to distribute shares, prospectuses, or sales literature of such a fund. "The fund distributes its own shares," Mr. Hocking says.

And the Fed guidelines say a bank holding company "should not act as investment adviser to a mutual fund which has offices in any building which is likely to be identified in the public's mind with the bank holding company."

The Naess & Thomas Special Fund is located in lower Manhattan at One State Street Plaza, which carries the title "Schroder Building" over the main entrance.

But Mr. Hocking says the Fed interpretive release, in mentioning a mutual fund, refers to an investment company continually offering its shares. "The fund should be looked at as a closedend company because it is not continually offering its shares," he adds.

Capacity to Run Hundreds of Millions

Whether closed or open, the Naess & Thomas Special Fund enjoys the excellent investment performance that recently has characterized the mutual funds and bank collective funds that emphasize small emerging growth companies.

In 1982, the fund had a total return of 35.89% to rank 75th among the 526 mutual funds surveyed by Lipper Analytical Distributors Inc. For the last five years, its total return was 172.51% to rank 79th.

This is markedly better than the Standard & Poor's 500 common stock index which had a total return, with dividends reinvested, of 21.57% for 1982 and 93.62% for the five years.

City Federal Savings & Loan Association, the New Jersey thrift, was the big winner in the portfolio in 1982, and the biggest position at yearend. It is followed in size by Payco Pharmaceutical, Sensormatic Electronics, PHH Group, and Base Ten Systems.

The fund's shareholders are mostly individuals in the U.S., but they include a few institutions. "And we'd be happy to have more," says Mr. Hocking.

Through net redemptions, the shares outstanding shrank from 590,460 to 317,315 between 1972 and 1980. But they were back up to 426,006 at the fiscal year end last Sept. 30, when the fund's net assets totaled $16 million.

Schroder Capital Management feels it can manage much more than that for the fund. Hence, the share offering.

"The corporation is set up to identify and research for hundreds of millions," Mr. Hocking says. "We just know we could run $200 or $300 million." ■

Reed . . .

Continued from page 2

ty of primary importance. It is a business which will continue to change in dramatic ways, and it will continue to be important to our corporate activities. The only thing that is constant in this business is the customer."

Savings as Investments

A second factor has to do with savings, said Mr. Reed. "Consumers have decided that savings are more than merely spending less than you earn; savings are also viewed as an investment."

This change in thinking means that consumers will continue to expect to be paid market value on their savings money, said Mr. Reed.

Under the present branch setup, Mr. Reed said the cost of serving a customer is about $150 to $175 per year. But by giving the customer access to the bank through a plastic card, the cost is cut to about $20 a year.

"The beauty of plastic," Mr. Reed said, "is that in addition to cost it personalizes the relationship with our customer. For $20 a year, we can know our custoners, and through the use of phones and direct mail we will also enter their homes.

"There will be a set of interactive services from banking, insurance, and other areas such as shopping and travel services which will all be home delivered in one package."

The cost will be very high initially, and communications will be a real problem because "our telephone system was not designed to handle anything like the upcoming financial revolution," he said.

"Whatever distribution system we at Citibank may use, and there will be many to choose among, this revolution is going to happen. And when it does, all distinctions between various financial institutions will be blurred.

"We will all end up in the distribution business," Mr. Reed predicted. "And we will have to be ready with a whole new line of products to sell, so we will also be in the product business, putting together packages containing products that facilitate transactions, investments, including brokerage, insurance, and so forth."

The future, Mr. Reed summed up, will depend on the managerial game — we will need the human element to pull it all off. ■

Sherman, Ill., BHC

CHICAGO — The Federal Reserve Bank of Chicago has approved the application of Sherman Banc Shares Inc., Sherman, Ill., to become a bank holding company by acquiring Sherman Community Bank. ■

Top Earnings . . .

Continued from page 3

to $84.3 million, to drop out of the listing of the 10 largest earners altogether. Currently, American Banker has received earnings reports from 20 of the 25 largest earners in 1981, and Continental Illinois' income was lower than 17 of these institutions.

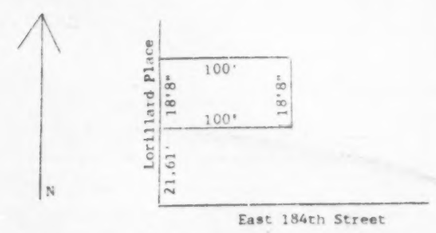
The table above lists the 10 banks with the highest earnings in 1982, followed by the top 10 earners during the fourth quarter of 1982. All 1981 data are as reported in 1982 and have not been restated for mergers, acquisitions or changes in accounting practice.

—L. Michael Cacace

LEGAL ADVERTISING

Notice of Foreclosure

SUPREME COURT - COUNTY OF BRONX Ninth Federal Savings and Loan Association, Plaintiff against Carlos L. Torres, et al Defendant(s) Pursuant to a judgment of foreclosure and sale, entered herein and dated December 23rd, 1982, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 16th day of February, 1983, at 10:00 A.M., premises with diagram, briefly described as follows: On the east side of Lorillard Place, 21.61 feet north of East 184th Street, being a plot 100 feet by 18 feet 8 inches and known as 2344 Lorillard Place, Bronx, N.Y.



Approximate amount of lien $27,224.42 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 15148/82 Dated: January 24th, 1983. Morris Schwalb, Referee, Philip Irwin Aaron Attorney(s) for Plaintiff, 400 Jericho Turnpike, Jericho, N.Y. 11753.

Partnership Notice

Substance of Certificate of Limited Partnership filed in New York County Clerk's office 12/20/82 duly executed, of DICOM COMMUNICATIONS, c/o Intrecom Television, Inc., 135 E. 71st St., N.Y., N.Y. Business: create, develop and promote projects in broadcast communications. Term: 12/20/82 to 12/31/92 unless sooner terminated. General Partner (GP): Intrecom Television, Inc., 135 E. 71 St. N.Y., N.Y. Limited Partners (LPs): George Gimpel, 25 Hilltop Dr. West, Great Neck, N.Y., Allan Greenblatt, 3161 So. Ocean Dr., Hallendale, Fla., each contribute $50,000 cash, each share in 5% profits. No additional contributions agreed or required to be made by LPs. LPs contributions returned upon dissolution or termination per Agreement. LPs may sell, transfer, assign, pledge or otherwise dispose of all or any part of his interest in Partnership upon written notice to all Partners. GP does not have right to admit additional LPs without prior consent of all Partners. No priority among LPs as to contributions or compensation by way of income. Upon death, retirement, insanity or dissolution of a GP, all of remaining Partners may elect to continue Partnership business with surviving GPs or Substituted GPs. No LP has right to demand and receive property other than cash in return for his contribution.

Foundation Notice

NOTICE
The annual report of **THE MOSTAZAFAN FOUNDATION** for the fiscal year ended March 31, 1982 is available at its principal office located at 24 W. 40th Street, 6th floor, New York, New York 10018 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Manoucher Shafie.

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VOL. CXLVIII NO. 21 Monday, January 31, 1983 148th Year

Making Do in a Depressed Auto Town

McClellan of Bank of Wisconsin Says Janesville Is Down but Not Out

By JOHN MORRIS

JANESVILLE, Wis. — Recession fell with a vengeance on this quiet Wisconsin city, wresting jobs from one out of every five workers.

At 19.8%, unemployment here ranks among the worst in the nation. That means 5,000 of Janesville's 51,000 residents no longer have work.

"The city is down, but not out," insists Rowland J. McClellan, chairman and president of the area's biggest bank, the $124 million-deposit Bank of Wisconsin, and its $180 million-asset BancWis Corp. holding company.

And the bank? Many things there are not even down, much less out. While Mr. McClellan wears a long face when discussing the bank's environment, his countenance cheers up noticeably when he talks about the bank itself.

Profits are up for 1982. And, curiously enough, so are savings accounts, paying a measly 5¼%, as well as consumer loans — at least for November and December.

But on the debit side, the ups include the number of delinquencies on commercial and consumer loans and foreclosures on real estate.

Several factors have combined to help the bank weather the apparent depression that surrounds it. Some stem from the foresight of Mr. McClellan and his staff, and others from the United Auto Workers union.

Janesville's major employer is General Motors, where the UAW won terms that, when coupled with extended unemployment benefits, can bring a laid-off worker's income up to 90% of his previous take-home pay.

Other auto-related firms in the city gave similar benefits. So no job has not necessarily meant no money. Thus the Bank of Wisconsin has not suffered devastating mortgage

➤➤ Janesville: Page 2

MMDAs Spark Deposit Surge In Connecticut

Top 100 Mutuals Show Big Shifts in Rank

By L. MICHAEL CACACE

NEW YORK — The savings banks of Connecticut — sparked by a surge of fresh money coming into the new money market deposit accounts introduced last December — experienced a significantly higher growth in deposits last year than the savings banks of any other state.

This is one of the major findings of the American Banker's annual survey of the top 100 savings banks published today.

Thrifts Harvest New-Account Inflows, Page 2

Fourteen Connecticut savings banks ranked among the nation's top 100 at yearend. Their deposits, adjusted for mergers, rose by $1 billion, or 11%, over the year just ended.

In comparison, the deposits of the 49 New York savings banks in the top 100 and the 13 Massachusetts savings banks in this group each grew by approximately 1.8% after merger activity is accounted for.

The major reason for the extraordinary growth of the new account in Connecticut is that interest earned in an MMDA account there is not subject to state taxes — while dividends earned from a money market mutual fund are taxable. Many of Connecticut's savings banks had campaigns advertising this feature. And the residents of Connecticut, who have the second highest per capita income in the

➤➤ Savings Banks: Page 23

Georgia Bank to Staff Store Facilities

Near Full Services Planned in 35 Kroger Supermarkets

CHICAGO — A small bank in metropolitan Atlanta plans to open staffed facilities in 35 Kroger Co. grocery stores in the next two years.

The $70 million-deposit Heritage Bank of Gwinnett County, Georgia, will open its first facility on Feb. 14. Two more will follow at 30-day intervals in the Atlanta area, said executive vice president Reggie Cox.

Each one will offer an almost complete range of banking services, with the exception of closing loans. They will, however, take loan applications, as well as offer full checking services. In addition, space will be leased to insurance and travel companies, as it is in Heritage Bank's eight full-service branches.

Heritage also plans to have a fully automated check authorization service on line in its in-store automated teller machines by April 1.

Mr. Cox said Heritage calls itself a financial management center rather than a bank, and thus offers many peripheral services and products such as discount brokerage.

➤➤ Kroger: Page 24

Dime, Emigrant Talk Merger, Then Back Off

By KAREN SLATER

NEW YORK — Two of New York City's largest savings banks have been discussing a merger that would create the second largest mutual in the country. But those talks have now been put on hold, due to uncertainty about how much financial assistance the Federal Deposit Insurance Corp. might be willing to provide.

The banks are the $5.5 billion-deposit Dime Savings Bank of New York and the $2.8 billion-deposit Emigrant Savings Bank.

Dime is the third largest savings bank in the United States and the largest in New York City. If it merged with the

➤➤ Dime: Page 9

INSIDE

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Quality, Image Still Have a Role
As the banking industry faces more competition than ever before, the question arises: Is there any place for quality and image in banking today?: BANKING TRENDS.....4

Futures May Rise Soon
Interest-rate futures could advance in price ahead of the Treasury's refunding in February: FUTURES WEEKLY.....6

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The Top 100 Savings Banks

Mutual savings banks will survive because of recent regulatory changes, if bank administrators are careful. According to John W. Stone of Lyons, Zomback & Ostrowski, mutuals have certain advantages that their competitors do not, and these advantages will be the key to the industry's survival.....10

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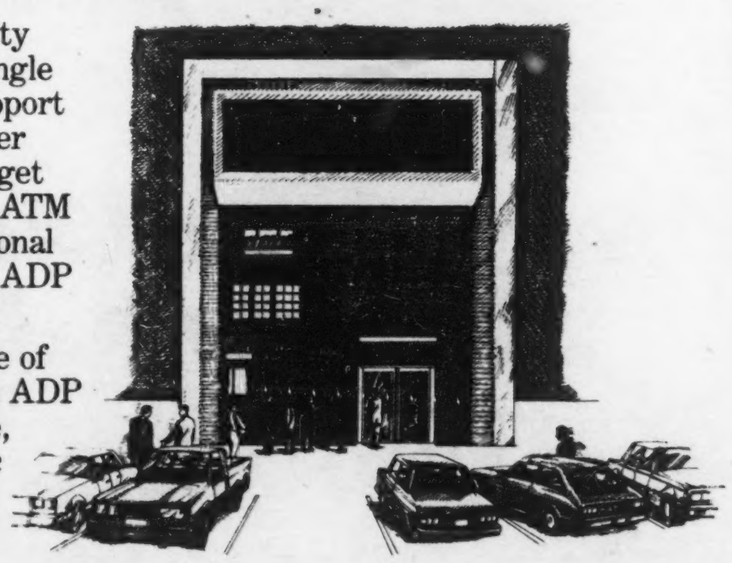

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The Top 100 Savings Banks

Savings Banks Do Have a Future

With Strategic Planning and Regulatory Changes, Mutuals Should Survive

By JOHN W. STONE
Vice President, Lyons, Zomback & Ostrowski,
New York, N.Y.

Except for the brief respite in interest rates in the summer of 1980, optimism in virtually any context has not been heard nor read in the financial press in discussing the plight of the thrift industry during the past 36 months. With the passage of the Garn-St Germain Depository Institutions Act of 1982 and the substantial decline in interest rates since July 1982, mutuals, while remaining handicapped to some degree compared to their commercial bank competitors, are more likely prepared and equipped than generally perceived, not only in surviving but also prospering within the immediate and long-term future.

In viewing the mutuals side by side with their competitors both within and outside the banking industry, their inherent attributes cannot be overlooked:

• Mutuals enjoy a long established large consumer base; however, until recent legislative relief, they have been extremely limited in their ability to expand their "relationships" with that base. On December 31, 1981, 448 mutual savings banks had approximately 37 million deposit accounts (Source: National Association of Mutual Savings Banks). The potential for expanding their position as a "first instance" provider of mortgage and deposit services to other product areas is tremendous.

• Over their many years of existence mutuals have built extensive branching systems. In 1981 the 448 mutuals had a total of 3,693 offices (more than eight per institution), while the 3,359 commercial banks in the same states had 18,606 offices, or five plus per institution (NAMSB). The banking system's success in repatriating consumers from money market funds will be largely dependent on providing convenient access in addition to aggressively marketing yields and the advantage of insurance coverage.

"Subquality" Loans Less Than Banks

• Mutuals enter 1983 without the qualitative problems of their commercial bank competitors. As of June 30, 1982 mutuals reported "subquality" loans (past due loans, non-accrual loans, plus other real estate owned) of 2.97% of their total portfolios, down from 3.00% in December, 1981 (Source: Lyons, Zomback & Ostrowski, Inc. mutual savings bank data base.) Comparable data is not as yet publicly reported for all commercial banks; however, national banks at December 1981, reported an average of 4.41% of total loans as either past due or in nonaccrual status (not including other real estate), up from an average of 4.21% at the end of 1989.

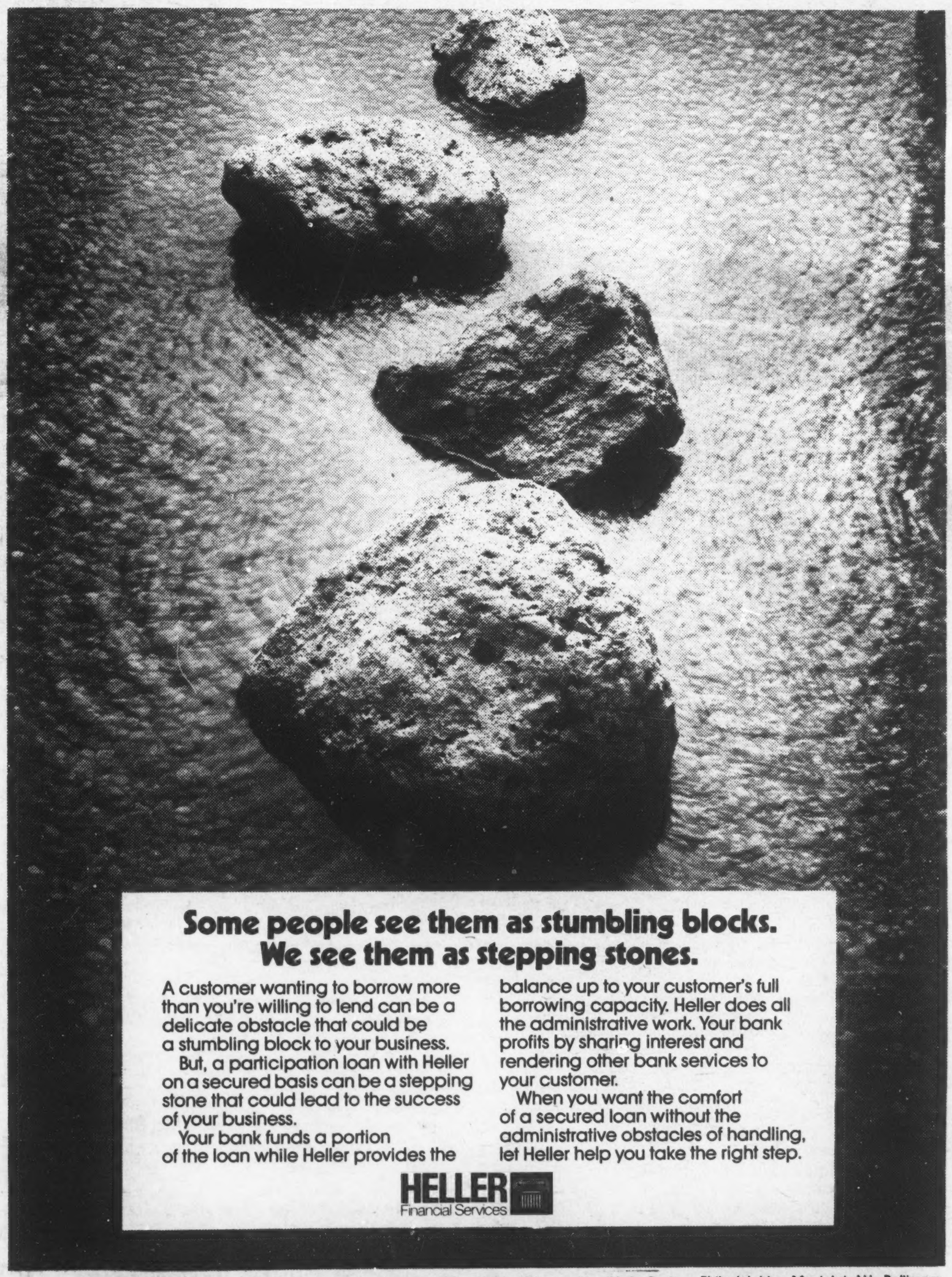
• Mutuals may well have already suffered the brunt of its reintermediation of deposit accounts compared with its commercial bank competitors. In 1978 approximately 50% of the mutuals' asset bases were supported by passbook and statement savings accounts; as of June 30, 1982 only 30% of assets were so represented. Likewise, due to previous restrictions on mutuals, less than 2% of their assets as of December 31, 1981 were represented by demand deposits, compared to 18-28% in commercial banks (LZO data base and FDIC Uniform Bank Performance Reports).

• Mutuals, while beset with long-term fixed-rate low yielding real estate loan portfolios, receive substantial cash flows from those portfolios and are now beginning to again enjoy the higher historical prepayment levels not realized during the recent higher interest rate periods of the past three years.

Additionally, consumers, who are now more investors than they are the traditional depositors of the past, are likewise beginning to adjust to the realization that they now will have to assume the risk of future interest rate swings as the availability of fixed rate mortgages is continuing to decline rapidly. Mutuals, given sufficient funding, can meet the "pent-up" demand as well as future housing needs inasmuch as only one variance has been added to their traditional roles as mortgage lenders: variable pricing.

Operate on Lower Margins

• Because of the nature of their "ownership," mutuals can operate on lower margins than their commercial counterparts, who must provide returns satisfactory to their stockholders. Mutuals, however, now enjoy the option of conversion to stockholder-owned institutions both to replenish their depleted net worth positions and to have the capability of tapping the capital markets for future needs. There have been successes by pioneers in this movement who experienced over-sub-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NOTE

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Cover p.1, 10, 14, 16,

23-24.

100 Largest Savings Banks in U.S.

By Size of Deposit December 31, 1982 vs. December 31, 1981

Compiled by American Banker Copyright 1983

Rank 12/31 1982		Total Deposits Dec. 31, 1982 $	Total Deposits Dec. 31, 1981 $	Rank Dec. 31, 1981	Gain in Rank	Total Assets Dec 31, 1982 $	Total Assets Dec. 31, 1981 $	No. of Amounts 12/31/82	Interest Rate(a) 12/31/82	Interest Rate(a) 12/31/81
1	Philadelphia Saving Fund Society	8,618,981,000	6,539,143,000	1		10,100,238,000	7,424,435,000	1,629,418	5.250 - 14.800	5.250 - 16.550
2	Goldome Bank for Savings, Buffalo, N.Y.	7,548,444,000	3,706,426,790	5	+ 3	8,962,680,000	4,475,427,602	1,416,542	5.250 - 14.300	5.250 - 13.450
3	Dime Savings Bank of New York, Brooklyn	5,545,024,000	5,117,774,000	2		6,238,423,000	5,891,123,000	993,909	5.250 - 14.000	5.500 - 13.450
4	Metropolitan Savings Bank, Brooklyn, New York	5,300,889,000	5,114,512,100	3		5,983,652,000	5,832,353,363	965,285	5.250 - 14.800	5.250 - 16.550
5	Bowery Savings Bank, New York	4,551,362,000	4,720,704,000	4		5,007,051,000	5,145,984,000	694,254	5.250 - 13.669	5.250 - 16.550
6	Howard Savings Bank, Newark, N.J.	2,944,759,000	2,775,581,000	7	+ 1	3,337,349,000	3,204,380,000	492,542	5.250 - 11.250	5.250 - 16.550
7	American Savings Bank, New York	2,875,883,128	2,122,026,719	11	+ 4	3,252,193,431	2,523,057,596	N.A.	N.A.	5.250 - 16.550
8	Emigrant Savings Bank, New York	2,766,593,000	2,854,838,000	6		2,927,963,000	3,153,436,000	481,778	5.250 - 11.500	5.000 - 16.550
9	Dollar Savings Bank, Bronx, New York	2,475,960,033	2,443,123,804	9		2,625,104,682	2,684,759,239	430,851	5.250 - 14.800	5.250 - 16.550
10	Anchor Savings Bank FSB, Northport, N.Y.	2,418,535,780	1,892,960,800	17	+ 7	3,062,661,960	2,448,556,832	478,007	5.250 - 14.700	5.250 - 16.550
11	Manhattan Savings Bank, New York	2,202,905,145	2,055,495,605	13	+ 2	2,424,367,352	2,339,973,779	373,143	5.250 - 14.800	5.250 - 16.550
12	People's Savings Bank-Bridgeport, Conn.	2,159,966,964	1,984,669,975	15	+ 3	2,483,241,955	2,326,945,716	500,753	5.250 - 13.000	5.250 - 16.200
13	Washington Mutual Savings Bank, Seattle	2,060,323,000	1,850,733,862	19	+ 6	2,690,099,000	2,586,877,998	365,577	5.250 - 14.800	5.250 - 16.500
14	Williamsburgh Savings Bank, Brooklyn, New York	2,020,967,317	2,103,325,391	12		2,193,176,340	2,268,097,112	347,545	5.250 - 14.800	5.250 - 16.550
15	Dry Dock Savings Bank, New York	1,837,314,577	1,934,142,330	16	+ 1	2,451,211,241	2,518,596,570	N.A.	5.250 - 14.000	5.250 - 16.550
16	Society for Savings, Hartford, Conn.	1,782,845,000	1,504,956,000	24	+ 8	2,111,793,000	1,863,460,000	284,911	5.250 - 14.000	5.500 - 12.698
17	Hudson City Savings Bank, Jersey City, N.J.	1,706,240,543	1,193,192,573	30	+ 13	1,858,416,421	1,273,766,528	316,393	5.250 - 13.669	5.500 - 16.550
18	Greater New York Savings Bank, Brooklyn	1,672,280,716	1,689,218,752	20	+ 2	1,731,522,913	1,784,794,279	312,856	5.250 - 14.800	5.250 - 16.550
19	Lincoln Savings Bank of Brooklyn, New York	1,666,231,000	1,863,627,000	18		2,081,970,000	2,119,125,000	338,805	5.250 - 13.232	5.250 - 16.104
20	East River Savings Bank, New York	1,636,108,009	1,622,882,991	22	+ 2	1,776,806,563	1,883,685,254	303,463	5.250 - 14.800	5.250 - 16.550
21	Albany Savings Bank, N.Y.	1,613,449,174	1,181,337,341	31	+ 10	1,731,904,389	1,732,065,206	351,525	5.250 - 10.120	5.250 - 16.550
22	Beneficial Mutual Savings Bank, Philadelphia	1,553,719,884	1,564,692,623	23	+ 1	1,609,164,839	1,639,172,662	351,668	5.250 - 9.500	5.500 - 13.000
23	Seamen's Bank for Savings, New York	1,520,468,705	1,627,158,154	21		1,744,666,864	1,849,458,861	N.A.	5.250 - 13.250	5.250 - 16.550
24	Harlem Savings Bank, New York	1,399,990,532	1,443,873,001	25	+ 1	1,500,504,820	1,592,825,535	276,769	5.250 - 14.700	5.250 - 16.550
25	Green Point Savings Bank, Brooklyn, New York	1,347,882,191	1,177,242,921	32	+ 7	1,480,193,298	1,295,443,421	296,779	5.250 - 10.450	5.250 - 16.550
26	Germantown Savings Bank, Bala Cynwyd, Pa.	1,288,157,877	1,277,894,514	26		1,428,633,196	1,416,700,218	280,170	5.250 - 13.269	5.250 - 16.550
27	Dollar Savings Bank, Pittsburgh	1,268,009,458	1,266,068,450	27		1,418,029,033	1,469,545,536	326,065	5.250 - 14.800	5.250 - 16.250
28	Community Savings Bank, Rochester, N.Y.	1,143,448,000	1,088,157,377	33	+ 5	1,345,457,000	1,325,493,000	256,135	5.250 - 14.800	5.500 - 16.550
29	Long Island Savings Bank, Queens, New York	1,128,756,000	1,082,377,000	34	+ 5	1,241,266,000	1,187,247,000	221,284	5.250 - 11.000	5.250 - 16.104
30	Jamaica Savings Bank, Queens, New York	1,123,935,971	1,223,303,180	28		1,289,077,977	1,405,492,114	251,368	5.250 - 14.086	5.000 - 16.104
31	East New York Savings Bank, Brooklyn, New York	1,112,955,241	990,184,126	38	+ 7	1,203,756,831	1,105,710,621	298,258	5.250 - 14.800	N.A.
32	Savings Bank of Baltimore	1,076,623,361	999,797,000	37	+ 5	1,209,130,143	1,148,095,000	180,121	5.250 - 12.300	5.250 - 13.200
33	Peoples Westchester Savings Bank, Tarrytown, N.Y.	1,044,530,052	1,049,652,530	35	+ 2	1,102,535,707	1,124,650,928	225,543	5.250 - 13.269	5.250 - 16.104
34	Mutual Bank for Savings, Boston	1,015,600,000	1,006,814,000	36	+ 2	1,141,559,000	1,155,189,000	251,357	5.250 - 14.000	5.250 - 13.450
35	Boston Five Cents Savings Bank	995,655,076	847,892,665	43	+ 8	1,164,225,735	989,747,362	207,342	5.250 - 10.470	5.250 - 16.100
36	Onondaga Savings Bank, Syracuse, N.Y.	957,780,369	935,786,160	40	+ 4	1,020,363,977	1,010,111,353	229,819	5.250 - 14.419	5.250 - 16.104
37	Independence Savings Bank, Brooklyn, New York	955,495,839	957,858,856	39	+ 2	1,039,365,649	1,084,623,490	203,627	5.250 - 11.000	5.250 - 16.550
38	Rochester Savings Bank, N.Y.	952,789,019	886,850,409	41	+ 3	1,090,390,829	1,054,289,791	217,988	5.250 - 14.800	5.250 - 16.550
39	Syracuse Savings Bank, N.Y.	909,338,700	810,033,999	46	+ 7	979,845,996	879,285,914	235,759	5.250 - 13.670	5.250 - 16.550
40	Connecticut Savings Bank, New Haven	811,895,430	765,581,000	51	+ 11	887,532,187	840,548,000	164,356	5.250 - 14.800	5.250 - 16.550
41	Ridgewood Savings Bank, Queens, New York	808,182,299	779,658,223	48	+ 7	906,600,687	891,110,798	165,659	5.250 - 14.800	5.500 - 16.550
42	Wilmington Savings Fund Society, Del.	798,428,000	769,455,000	50	+ 8	852,386,000	821,720,000	272,794	5.250 - 9.650	5.250 - 16.550
43	New Haven Savings Bank, Conn.	791,085,854	743,962,744	52	+ 9	884,795,964	842,032,226	163,493	5.250 - 13.880	5.250 - 16.550
44	Roosevelt Savings Bank, Brooklyn, New York	785,044,000	807,694,033	47	+ 3	830,846,000	887,995,127	174,475	5.250 - 10.500	5.250 - 16.550
45	Provident Institution for Savings, Boston	781,052,000	846,582,000	44		961,241,000	1,036,690,000	136,373	5.250 - 14.800	5.250 - 16.550
46	Citizens Savings Bank, Providence, R.I.	739,322,471	679,941,646	54	+ 8	830,565,905	767,158,253	171,466	5.500 - 14.050	5.500 - 16.250
47	Morris County Savings Bank, Morristown, N.J.	737,305,000	715,453,533	53	+ 6	797,285,000	787,638,672	186,461	5.250 - 13.232	5.250 - 12.950
48	Queens County Savings Bank, Queens, New York	688,277,982	679,420,998	55	+ 7	747,165,775	737,320,851	N.A.	5.250 - 13.322	5.250 - 16.550
49	Provident Savings Bank, Baltimore, Md.	678,133,959	636,800,643	62	+ 13	761,641,225	713,355,497	198,524	5.250 - 14.000	5.250 - 16.100
50	Banking Center, Waterbury, Conn.	677,616,189	621,767,497	63	+ 13	811,460,261	734,202,594	131,173	5.000 - 13.800	5.000 - 16.550
51	Home & City Savings Bank, Albany, N.Y.	673,363,780	662,010,625	59	+ 8	713,355,195	711,145,081	150,132	5.250 - 14.800	5.250 - 15.900
52	Provident Savings Bank, Jersey City, N.J.	672,092,801	652,182,155	60	+ 8	734,355,963	723,808,827	150,761	5.250 - 14.625	5.250 - 13.520
53	Neworld Bank for Savings, Boston	660,286,425	671,162,391	56	+ 3	776,714,240	777,406,884	131,569	5.250 - 14.800	5.250 - 16.550
54	Eastern Savings Bank, Scarsdale, N.Y.	656,335,674	669,849,810	57	+ 3	691,307,096	715,062,447	131,703	5.500 - 13.232	5.500 - 16.500
55	Roslyn Savings Bank, N.Y.	632,576,748	594,597,906	64	+ 9	740,996,351	749,333,497	N.A.	5.250 - 11.000	5.500 - 14.000
56	Richmond Hill Savings Bank, Queens, New York	622,436,510	651,532,838	61	+ 5	674,541,218	729,018,505	125,956	5.250 - 12.318	5.250 - 12.698
57	Hamburg Savings Bank, Brooklyn, New York	621,140,872	667,125,414	58	+ 1	694,269,584	720,657,232	121,651	5.250 - 14.610	5.250 - 16.550
58	Maine Savings Bank, Portland	607,637,873	464,429,202	78	+ 20	685,552,423	553,842,760	173,573	5.250 - 12.110	5.250 - 13.000
59	Monroe Savings Bank, Rochester, N.Y.	600,913,546	557,409,413	67	+ 8	648,638,400	622,730,046	140,076	5.250 - 14.800	5.250 - 16.550
60	Binghamton Savings Bank, N.Y.	591,354,482	557,159,642	68	+ 8	644,502,838	631,470,974	152,193	5.250 - 14.550	5.250 - 16.104
61	Mechanics & Farmers Savings Bank, Bridgeport, Conn.	583,854,123	477,969,348	76	+ 15	677,415,615	529,894,199	95,815	5.250 - 14.000	5.250 - 16.200
62	Springfield Institution for Savings, Mass.	542,863,000	516,932,000	72	+ 10	638,190,000	612,830,000	189,005	5.250 - 10.000	5.250 - 12.500
63	Savings Bank of Utica, N.Y.	536,804,000	520,111,316	69	+ 6	584,080,000	563,917,959	88,895	5.250 - 10.500	5.000 - 16.550
64	Staten Island Savings Bank, New York	532,470,184	519,598,168	70	+ 6	572,520,708	558,798,161	111,093	5.250 - 13.269	5.250 - 16.104
65	American Savings Bank, New Britain, Conn.	529,321,614	459,138,759	79	+ 14	592,865,373	535,575,205	99,675	5.250 - 14.700	5.250 - 16.550
66	Dime Savings Bank of Williamsburgh, Brooklyn, N.Y.	527,888,000	517,933,000	71	+ 5	556,125,000	561,305,000	120,274	5.500 - 11.000	5.250 - 16.104
67	Union Warren Savings Bank, Boston	521,605,000	385,488,483	90	+ 23	570,864,000	425,547,988	124,546	5.250 - 13.230	5.250 - 16.104
68	Worcester County Inst. for Savings, Worcester, Mass.	518,228,542	487,164,015	74	+ 6	568,431,668	533,663,662	134,699	5.250 - 10.180	5.250 - 16.550
69	New Brunswick Savings Bank, N.J.	494,702,793	450,755,537	80	+ 11	535,518,137	485,707,365	85,900	5.250 - 13.000	5.250 - 16.550
70	Harmonia Savings Bank, Elizabeth, N.J.	487,036,066	480,438,584	75	+ 5	516,204,535	510,933,071	107,845	5.250 - 13.669	5.250 - 12.698
71	Orange Savings Bank, Livingston, N.J.	481,635,000	488,375,000	73	+ 2	511,759,000	547,715,000	89,915	5.250 - 14.800	5.250 - 16.550
72	South Boston Savings Bank, Boston	473,807,000	438,022,139	82	+ 10	520,024,000	476,304,653	79,104	5.250 - 10.250	5.250 - 16.104
73	Eastern Savings Bank, Lynn, Mass.	454,307,527	423,485,636	85	+ 12	519,160,043	488,391,000	123,691	5.250 - 14.800	5.250 - 16.550
74	North Side Savings Bank, Bronx, New York	447,208,081	469,797,074	77	+ 3	481,368,910	518,655,600	85,145	5.250 - 9.750	5.250 - 15.896
75	Amoskeag Savings Bank, Manchester, N.H.	443,918,062	413,967,700	86	+ 11	512,947,744	482,291,985	100,545	5.250 - 14.490	5.250 - 13.450
76	Bloomfield Savings Bank, N.J.	431,439,731	445,705,311	81	+ 5	467,017,043	476,130,982	74,447	5.500 - 10.000	5.500 - 12.698
77	Poughkeepsie Savings Bank FSB, N.Y.	429,434,924	433,799,679	84	+ 7	509,455,301	500,971,885	91,736	5.250 - 14.700	5.250 - 16.550
78	Liberty Bank for Savings, Middletown, Conn.	420,506,038	322,437,157	102	+ 24	480,052,641	388,199,064	100,423	5.250 - 12.250	5.250 - 13.450
79	Mechanics Savings Bank, Hartford, Conn.	411,023,008	404,332,671	87	+ 8	477,526,008	454,158,177	78,769	5.500 - 12.050	5.500 - 16.550
80	Lincoln Mutual Savings Bank, Spokane, Wash.	396,321,645	391,737,000	88	+ 8	419,021,350	422,957,000	80,829	5.250 - 14.800	5.500 - 16.104
81	Home Savings Bank, White Plains, N.Y.	393,558,157	383,569,900	91	+ 10	415,859,619	420,582,693	72,865	5.500 - 13.669	5.500 - 16.550
82	Perth Amboy Savings Institution, N.J.	390,226,319	385,692,139	89	+ 7	420,580,702	417,271,511	118,480	5.250 - 13.226	5.500 - 16.104
83	New Bedford Institution for Savings, Mass.	388,970,745	348,414,771	98	+ 15	438,256,725	393,622,097	82,274	5.250 - 13.669	5.250 - 16.550
84	Burlington Savings Bank, Vt.	385,507,951	372,546,000	94	+ 10	429,077,139	419,348,000	97,956	5.250 - 14.550	5.250 - 16.550
85	Eastchester Savings Bank, Mt. Vernon, N.Y.	372,772,653	375,816,651	93	+ 8	403,834,929	410,563,784	75,626	5.500 - 13.669	5.500 - 16.550
86	Riverhead Savings Bank, N.Y.	371,888,251	357,923,746	95	+ 9	417,403,249	410,895,983	86,696	5.250 - 13.669	5.500 - 16.104
87	New England Savings Bank, New London, Conn.	369,789,899	254,503,311	122	+ 35	405,725,976	285,023,909	82,430	5.500 - 12.224	5.000 - 16.550
88	Troy Savings Bank, N.Y.	366,943,023	379,981,732	92	+ 4	411,400,855	407,499,764	93,157	5.250 - 13.669	5.500 - 16.550
89	Permanent Savings Bank, Niagara Falls, N.Y.	362,479,407	435,953,269	83		522,844,707	493,584,749	79,578	5.250 - 9.700	5.250 - 12.698
90	BancOne of Connecticut, Bridgeport	352,531,000	317,189,000	103	+ 13	379,165,000	345,716,000	70,673	5.250 - 14.700	5.250 - 12.700
91	Peoples Savings Bank, Worcester, Mass.	349,406,000	348,510,000	97	+ 6	382,966,000	386,101,000	78,311	5.250 - 12.190	5.500 - 12.698
92	Woonsocket Institution for Savings, R.I.	347,700,000	314,437,149	105	+ 13	402,250,000	362,493,954	76,677	5.250 - 14.800	5.250 - 16.550
93	Community Savings Bank, Holyoke, Mass.	340,439,098	352,488,357	96	+ 3	378,845,094	397,199,166	84,489	5.250 - 14.800	5.250 - 16.104
94	Richmond County Savings Bank, Staten Island, N.Y.	336,762,000	333,008,214	99	+ 5	357,455,000	356,746,006	100,316	5.250 - 13.098	5.250 - 16.104
95	National Savings Bank, Albany, N.Y.	332,713,110	323,804,904	101	+ 6	368,817,839	342,708,827	65,375	5.250 - 13.230	5.250 - 16.200
96	South Norwalk Savings Bank, Conn.	328,069,740	271,257,557	117	+ 21	360,046,963	309,777,906	59,091	5.250 - 13.000	5.250 - 16.104
97	State Bank for Savings, Hartford, Conn.	325,514,000	312,991,000	106	+ 9	357,719,000	342,793,000	64,079	5.250 - 14.800	5.250 - 16.550
98	Norwich Savings Society, Conn.	324,920,766	282,631,447	110	+ 12	357,506,511	315,904,389	56,686	5.250 - 14.800	5.250 - 16.550
99	Savings Bank of Puget Sound, Seattle	320,844,064	284,265,404	109	+ 10	520,022,009	392,795,246	57,064	5.250 - 13.669	5.500 - 16.104
100	Cambridge Savings Bank, Mass.	318,754,259	315,268,628	104	+ 4	363,991,825	361,138,027	76,688	5.250 - 14.800	5.250 - 12.698

(a)—Range of rates is for all new accounts under $100,000 including interest-bearing NOW accounts and six-month money market certificates. In the case of MMC's, Small and All Saver certificates, the rate used is the highest offering rate in effect over the period 7/1/82 to 12/31/82.
(b)—Based on revised data. Rank that bank would have had if revised data had been available.
(c)—Revised data.

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Geographic Breakdown of Top 100 Savings Banks Including a Breakdown of Selected Deposit Accounts

Rank 2/31/82		Total Deposits 12/31/82	SELECTED BREAKDOWN OF DEPOSITS ON 12/31/82 91-Day Time Deposits	NOW Accounts	6-Month Money Market Cert.	30-Month Small Savers' Cert.	All-Savers Certificates
	CONNECTICUT						
12	People's Savings Bank-Bridgeport	2,159,966,964	16,990,990	8,439,289	724,541,367	414,109,537	38,965,193
16	Society for Savings, Hartford	1,782,845,000	2,682,000	19,680,000	557,678,000	197,655,000	16,416,000
40	Connecticut Savings Bank, New Haven	811,695,430	7,773,569	14,958,632	270,338,755	163,304,643	9,459,215
43	New Haven Savings Bank	791,085,854	7,141,184	23,168,929	265,824,214	140,997,379	11,867,022
50	Banking Center, Waterbury	677,616,189	5,618,788	396,191	244,667,055	116,564,350	10,368,900
61	Mechanics & Farmers Savings Bank, Bridgeport	583,854,123	4,978,109	14,570,136	241,605,963	85,785,114	7,994,326
65	American Savings Bank, New Britain	529,321,614	1,273,889	4,825,666	181,572,677	91,996,228	9,247,202
78	Liberty Bank for Savings, Middletown	420,508,038	2,956,747	3,816,365	153,207,964	73,141,287	4,710,654
79	Mechanics Savings Bank, Hartford	411,023,008	978,882	2,341,803	150,466,127	71,484,314	3,364,677
87	New England Savings Bank, New London	369,789,899	3,413,878	2,091,459	88,244,922	99,625,224	3,346,695
90	BancOne of Connecticut, Bridgeport	352,531,000	1,924,000	2,331,000	132,466,000	59,654,000	5,320,000
96	South Norwalk Savings Bank	328,069,740	1,007,768	16,506,296	103,406,138	59,620,347	4,058,521
97	State Bank for Savings, Hartford	325,514,000	565,000	4,601,000	112,065,000	52,324,000	3,501,000
98	Norwich Savings Society	324,920,766	1,403,593	2,462,385	77 424,688	67,373,784	3,750,143
	DELAWARE						
42	Wilmington Savings Fund Society	798,428,000	2,742,000	47,134,000	185,456,000	185,229,000	8,051,000
	MAINE						
58	Maine Savings Bank, Portland	607,637,873	2,220,263	17,347,297	190,289,666	80,285,939	8,340,079
	MARYLAND						
32	Savings Bank of Baltimore	1,076,623,361	8,645,796	6,804,228	298,576,858	230,204,112	14,787,981
49	Provident Savings Bank, Baltimore	678,133,959	3,040,590	8,038,031	148,199,685	70,667,877	10,883,920
	MASSACHUSETTS						
34	Mutual Bank for Savings, Boston	1,015,600,000	2,707,000	58,688,000	247,888,000	179,931,000	11,103,000
35	Boston Five Cents Savings Bank	995,655,076	N.A.	N.A.	N.A.	N.A.	N.A.
45	Provident Institution for Savings, Boston	781,052,000	3,087,000	28,637,000	190,384,000	128,026,000	7,110,000
53	Neworld Bank for Savings, Boston	660,286,425	1,023,482	18,923,272	178,976,019	108,738,241	4,727,727
62	Springfield Institution for Savings	542,863,000	1,807,000	11,964,000	124,981,000	108,072,000	5,913,000
67	Union Warren Savings Bank, Boston	521,605,000	3,535,000	12,994,000	142,467,000	134,904,000	5,505,000
68	Worcester County Inst. for Savings, Worcester	518,228,542	2,046,000	18,117,000	155,427,000	72,265,000	4,218,000
72	South Boston Savings Bank, Boston	473,807,000	811,000	16,721,000	145,795,000	94,657	6,616,000
73	Eastern Savings Bank, Lynn	454,307,527	N.A.	N.A.	N.A.	N.A.	N.A.
83	New Bedford Institution for Savings	388,970,745	0	9,239,000	112,104,000	75,604,117	2,845,839
91	Peoples Savings Bank, Worcester	349,406,000	807,000	10,668,000	117,369,000	33,699,000	3,044,000
93	Community Savings Bank, Holyoke	340,439,098	687,747	11,340,875	117,609,685	40,481,606	3,106,766
100	Cambridge Savings Bank	318,754,259	N.A.	N.A.	N.A.	N.A.	N.A.
	NEW HAMPSHIRE						
75	Amoskeag Savings Bank, Manchester	443,918,062	2,099,637	15,347,412	139,970,834	70,486,421	5,480,841
	NEW JERSEY						
6	Howard Savings Bank, Newark	2,944,759,000	17,233,000	26,231,000	1,322,975,000	353,127,000	47,413,000
17	Hudson City Savings Bank, Jersey City	1,706,240,543	12,728,606	8,660,546	704,089,773	242,955,531	25,708,226
47	Morris County Savings Bank, Morristown	737,305,000	5,907,000	10,705,000	251,890,000	143,190,000	14,646,000
52	Provident Savings Bank, Jersey City	672,092,801	6,256,290	11,359,411	207,467,666	35,462,176	10,600,510
69	New Brunswick Savings Bank	494,702,793	3,995,819	9,985,911	190,624,836	88,656,827	8,290,216
70	Harmonia Savings Bank, Elizabeth	487,036,066	4,727,000	4,530,000	215,696,000	65,362,000	10,836,000
71	Orange Savings Bank, Livingston	481,835,000	3,754,000	2,806,000	201,616,000	76,921,000	10,636,000
76	Bloomfield Savings Bank	431,439,731	2,445,457	0	183,071,828	67,417,989	5,300,108
82	Perth Amboy Savings Institution	390,226,319	3,757,986	0	131,854,896	36,992,834	7,117,873
	NEW YORK						
2	Goldome Bank for Savings, Buffalo	7,548,444,000	16,729,000	95,645,000	1,760,454,000	1,576,176,000	82,826,000
3	Dime Savings Bank of New York, Brooklyn	5,545,024,000	30,671,000	32,769,000	2,020,633,000	1,312,386,000	129,185,000
4	Metropolitan Savings Bank, Brooklyn, New York	5,300,889,000	10,466,000	23,786,000	1,639,021,000	911,473,000	71,649,000
5	Bowery Savings Bank, New York	4,551,362,000	34,212,000	10,391,000	1,516,215,000	840,854,000	93,444,000
7	American Savings Bank, New York	2,875,883,128	N.A.	32,189,277	N.A.	N.A.	N.A.
8	Emigrant Savings Bank, New York	2,766,593,000	21,264,000	15,562,000	994,275,000	456,800,000	39,050,000
9	Dollar Savings Bank, Bronx, New York	2,475,960,033	16,118,638	35,045,516	87,204,922	326,739,363	25,090,018
10	Anchor Savings Bank FSB, Northport	2,418,535,780	9,309,496	16,442,060	849,537,933	433,426,938	43,590,558
11	Manhattan Savings Bank, New York	2,202,905,145	22,544,000	1,748,000	618,500,000	432,295,000	24,413,000
14	Williamsburgh Savings Bank, Brooklyn, New York	2,020,967,317	16,296,125	4,383,626	831,507,000	294,519,332	33,436,208
15	Dry Dock Savings Bank, New York	1,837,314,577	6,890,112	7,490,818	649,871,586	260,881,842	21,834,971
18	Greater New York Savings Bank, Brooklyn	1,672,280,716	17,232,283	9,266,871	607,933,841	230,248,773	52,068,123
19	Lincoln Savings Bank of Brooklyn, New York	1,666,231,000	13,661,000	8,558,000	587,061,000	132,437,000	42,956,000
20	East River Savings Bank, New York	1,636,108,009	26,587,154	33,958,652	483,283,769	293,495,434	25,129,735
21	Albany Savings Bank	1,613,449,174	10,723,960	33,819,853	547,276,565	423,956,191	28,196,694
23	Seamen's Bank for Savings, New York	1,520,468,705	17,213,428	339,938	503,556,675	278,403,830	29,914,097
24	Harlem Savings Bank, New York	1,399,990,532	8,090,000	15,584,000	156,741,000	155,066,000	21,881,000
25	Green Point Savings Bank, Brooklyn, New York	1,347,882,191	11,410,393	7,765,140	484,796,137	252,442,544	22,066,844
28	Community Savings Bank, Rochester	1,143,448,000	1,617,000	31,347,000	267,853,000	297,446,000	28,489,000
29	Long Island Savings Bank, Queens, New York	1,128,756,000	5,124,000	6,754,000	457,923	124,047	16,214
30	Jamaica Savings Bank, Queens, New York	1,123,935,971	6,175,333	8,496,198	312,567,006	111,410,976	11,593,411
31	East New York Savings Bank, Brooklyn, New York	1,112,955,241	5,495,818	14,904,641	194,211,262	334,447,098	12,688,197
33	Peoples Westchester Savings Bank, Tarrytown	1,044,530,052	10,216,064	7,898,919	376,974,605	127,719,441	18,602,610
36	Onondaga Savings Bank, Syracuse	957,780,369	5,081,498	14,333,118	297,395,857	237,258,448	18,147,213
37	Independence Savings Bank, Brooklyn, New York	955,495,839	5,622,280	23,440,518	354,165,852	110,025,186	9,718,264
38	Rochester Savings Bank	952,789,019	2,224,241	17,187,954	306,349,852	215,508,644	16,371,011
39	Syracuse Savings Bank	909,338,700	5,794,417	1,131,100	273,695,674	226,557,177	11,330,627
41	Ridgewood Savings Bank, Queens, New York	808,182,299	4,772,224	0	219,279,591	109,294,074	8,393,375
44	Roosevelt Savings Bank, Brooklyn, New York	785,044,000	4,317,000	3,315,000	360,780,000	93,090,000	12,385,000
48	Queens County Savings Bank, Queens, New York	688,277,982	3,777,409	1,009,212	275,585,458	68,018,937	9,943,165
51	Home & City Savings Bank, Albany	673,363,780	3,412,125	5,008,272	187,808,468	161,898,745	9,751,684
54	Eastern Savings Bank, Scarsdale	656,335,674	3,911,850	3,970,831	229,389,251	56,802,999	8,173,777
55	Roslyn Savings Bank	632,576,748	1,478,701	463,460	154,479,953	125,490,065	6,340,423
56	Richmond Hill Savings Bank, Queens, New York	622,436,510	2,259,492	307,941	212,487,864	65,833,588	8,969,248
57	Hamburg Savings Bank, Brooklyn, New York	621,140,872	3,133,490	17,466,250	215,976,694	83,432,013	8,855,713
59	Monroe Savings Bank, Rochester	600,913,546	4,509,396	5,417,564	181,345,470	165,167,467	17,921,102
60	Binghamton Savings Bank	591,354,482	5,497,513	3,065,763	142,766,730	145,630,085	10,116,683
63	Savings Bank of Utica	536,804,000	844,000	2,645,000	188,727,000	103,567,000	20,177,000
64	Staten Island Savings Bank, New York	532,470,184	5,226,989	2,023,111	192,856,900	53,351,104	10,694,262
66	Dime Svgs Bank of Williamsburgh, Brooklyn, New York	527,888,000	4,486,000	2,059,000	213,107,000	53,401,000	8,071,000
74	North Side Savings Bank, Bronx, New York	447,208,081	2,750,242	6,664,268	150,109,350	35,041,162	4,612,198
77	Poughkeepsie Savings Bank FSB	429,434,924	3,157,957	6,996,142	143,174,582	49,516,264	8,651,391
81	Home Savings Bank, White Plains	393,558,157	2,015,333	0	119,084,935	74,510,145	5,819,326
85	Eastchester Savings Bank, Mt. Vernon	372,772,653	3,215,126	55,938	118,342,662	54,214,032	3,790,669
86	Riverhead Savings Bank	371,888,251	2,652,328	654,015	131,283,911	58,382,245	8,383,827
88	Troy Savings Bank, N.Y.	366,943,023	1,447,745	9,363,755	113,230,687	98,642,974	5,333,415
89	Permanent Savings Bank, Niagara Falls	362,479,407	386,325	9,855,906	102,665,087	65,700,521	2,806,041
94	Richmond County Savings Bank, Staten Island, New York	336,762,000	3,013,000	1,376,000	116,200,000	26,427,000	6,796,000
95	National Savings Bank, Albany	332,713,110	2,540,817	9,931,660	103,593,291	77,728,694	4,320,603
	PENNSYLVANIA						
1	Philadelphia Saving Fund Society	3,618,981,000	60,758,000	76,137,000	2,145,040,000	2,206,997,000	104,817,000
22	Beneficial Mutual Savings Bank, Philadelphia	1,553,719,884	9,651,107	6,021,746	470,508,199	343,152,783	18,936,801
26	Germantown Savings Bank, Bala Cynwyd	1,288,157,877	11,790,820	40,862,439	370,198,254	297,715,273	18,831,535
27	Dollar Savings Bank, Pittsburgh	1,268,009,458	4,495,749	18,893,202	323,241,681	224,710,652	42,817,102
	RHODE ISLAND						
46	Citizens Savings Bank, Providence	739,322,471	11,801,429	0	273,406,443	135,659,651	12,680,474
92	Woonsocket Institution for Savings	347,700,000	N.A.	N.A.	N.A.	N.A.	N.A.
	VERMONT						
84	Burlington Savings Bank	385,507,951	706,956	1,922,461	90,261,000	68,196,432	9,213,447
	WASHINGTON						
13	Washington Mutual Savings Bank, Seattle	2,060,323,000	5,284,000	0	506,743,000	388,736,000	26,751,000
80	Lincoln Mutual Savings Bank, Spokane	396,321,645	3,308,367	11,973,623	134,328,557	99,025,531	7,122,738
99	Savings Bank of Puget Sound, Seattle	320,844,064	1,233,530	0	115,311,468	66,277,923	3,844,832

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Savings Banks . . .

Continued from page 1

nation after Alaska, apparently have responded.

The Society for Savings, Hartford, for example, had an 18.5% increase in its deposits to advance eight places in rank to 16th at yearend, with $1.8 billion in deposits. A spokesperson for Society, Connecticut's second largest savings bank, said that "almost 50% of the $278 million increase in deposits in 1982 is attributable to the money market deposit accounts."

However, approximately 50% of Society's new deposit money includes customer conversions from repurchase agreements to MMDAs. Repos are not included in the deposit totals reported by the American Banker.

A spokesperson for the State Bank for Savings, Hartford, Connecticut's 13th largest savings bank, said, "If we did not have MMDAs, our deposit growth — after the crediting of dividends — would have been negligible."

The Hartford bank's deposits were up $13.5 million, or 4%. The bank moved up nine places in rank to 97th. Virtually the entire increase in deposits was attributable to new money, excluding repos, attracted by the MMDAs, the spokesperson said.

According to the most recent data available, at yearend all 63 of Connecticut's savings banks had attracted $1.5 billion to the new MMDAs.

Key Role of Mergers

Mergers continued to change the composition of the top 100 savings banks in 1982. For example, nine of the top 100 savings banks at yearend 1981, with combined deposits of $12 billion, no longer existed at yearend 1982.

Seven merged into other savings banks or commercial banks.

And two — Schenectady Savings Bank, N.Y., and Empire Savings Bank, Buffalo — merged with and then converted to savings and loan institutions. Schenectady Savings had ranked 29th in deposits on Dec. 31, 1981, with $1.2 billion. Empire Savings had ranked eighth at midyear 1982 with $2.5 billion in deposits.

Also, since midyear 1982, six of the savings banks ranked among the top 100 in the nation at yearend acquired nine institutions with combined deposits of $1.2 billion.

The largest of these mergers occurred last September in New York when American Savings Bank, in an FDIC-assisted merger, acquired the $768 million-deposit United Mutual Savings Bank. This merger lifted American to seventh place, with $2.9 billion in deposits on Dec. 31, 1982. A year earlier American had ranked 11th, with $2.1 billion in deposits.

The second largest merger in the last half of 1982 also affected the rankings of the 10 largest banks. Anchor Savings Bank, Northport, N.Y., acquired four savings and loan associations with combined assets of $436 million. This placed Anchor in the top 10 in deposits, with $2.4 billion at yearend. On Dec. 31, 1981, it had ranked 117th, with $1.9 billion.

Anchor acquired Niagara First Federal S&L, Kenmore, N.Y., last August; Dime Banking & Loan Assn., Rochester, N.Y., last October; and two Georgia S&Ls last December: First Federal S&L of Crisp County, Cordele, and Peachtree Federal S&L, Atlanta.

A Diminishing Industry

These mergers also contributed to the continued diminution of the savings bank industry. According to the National Association of Mutual Savings Banks, there were 424 savings banks at yearend 1982, down a record 5.4% from 448 savings banks a year earlier.

The major reason for the mergers was the continued unprofitability of many savings banks, which was attributable to the continued high level of interest rates over the last several years and the first half of 1982.

Although rates have dropped substantially over the last half of 1982, the effect on earnings lags because many savings banks are locked into higher-yielding accounts such as the 2½-year certificates. The high rates raised the cost of funds significantly, while the bulk of savings bank assets are low-yielding, fixed-rate, long-term mortgages.

The Largest Saving Banks

The Philadelphia Saving Fund Society, with $8.6 billion in deposits, is the largest savings bank in the nation for the sixth consecutive year. The bank's 32% increase in deposits from $6.5 billion at yearend 1981 was attributable to its acquisition of the $2 billion-deposit Western Saving Fund Society, Philadelphia, last April.

The Goldome Bank for Savings, Buffalo, formerly thee Buffalo Savings

➳ Savings Banks: Page 24

Comparison of Top 100 to All Savings Banks 1950-1982

Compiled by American Banker Copyright 1983

	Total Deposits			Total Assets	
	100 Largest Mutuals $	All Mutual Savings Banks $	No.	100 Largest Mutuals $	All Mutual Savings Banks $
Dec. 31, 1982 (a)	117,578,848,336	154,900,000,000	424	133,120,353,471	175,200,000,000
Dec. 31, 1981	115,791,781,111	155,100,000,000	448	132,807,696,060	175,728,000,000
Dec, 31, 1980	112,237,556,336	154,200,000,000	462	126,362,510,870	171,600,000,000
Dec. 31, 1979	106,774,773,173	146,500,000,000	463	120,547,276,625	163,400,000,000
Dec. 31, 1978	105,244,853,754	142,700,000,000	465	116,355,002,451	
Dec. 31, 1977	99,045,000,000	134,000,000,000	467	108,573,000,000	
Dec. 31, 1976	90,700,000,000	122,900,000,000	473	99,500,000,000	
Jan. 1, 1976	81,000,000,000	109,900,000,000	476	89,137,000,000	
Jan. 1, 1975	73,029,000,000	98,701,000,000	480	81,023,000,000	
Jan. 1, 1970	50,242,000,000	67,100,000,000	498	55,450,000,000	
Jan. 1, 1965	36,949,842,064	48,849,000,000	505	40,541,322,120	
Jan. 1, 1960	25,907,846,925	34,967,000,000	517	28,948,529,520	
Dec. 31, 1955	19,388,798,609	28,186,734,000	527		
Dec. 31, 1950	14,628,579,676	20,031,336,000	529		

(a) Data for all mutual savings banks are preliminary and are from the National Association of Mutual Savings Banks.

To Our Readers

American Banker would appreciate your comments on the statistical table in today's issue. Would you be good enough to answer the following questions and return to: L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y., 10004.

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____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

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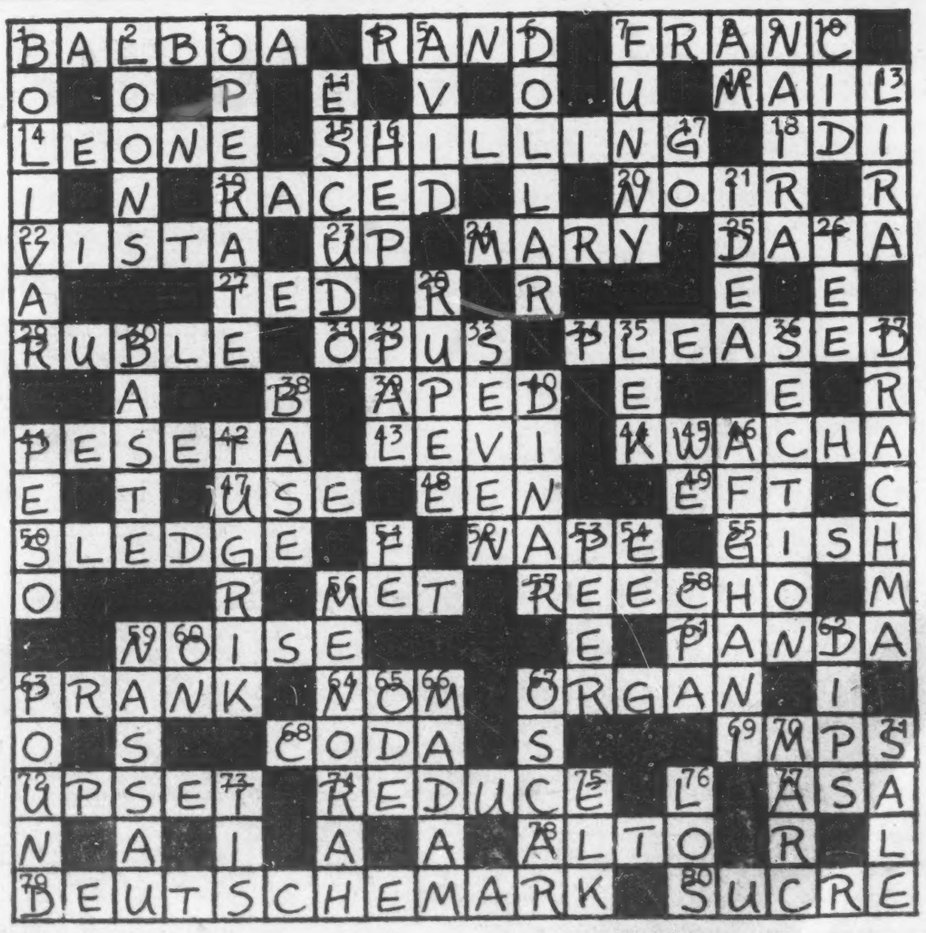
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Kroger . . .

Continued from page 1

The link between the small bank in Snellville, Ga, and the nation's second largest chain of supermarkets resulted from Heritage approaching Kroger with a proposal some nine months ago. "Our philosophy of one-stop shopping for financial services closely paralleled Kroger's one-stop concept," said Mr. Cox.

Currently, Heritage is limited to branching only in its own county, "but we would hope that as banking laws change, we will become interested in a larger market than metropolitan Atlanta," he added.

All the in-store banking facilities will be staffed from 8 a.m. to 8 p.m., although Kroger stores in the South are open 24 hours a day. This means that Heritage will at least have a safe, secure environment for its in-store ATMs during the periods that the banking centers are closed, Mr. Cox added.

—John Morris

Sears Transfers Loans

CHICAGO — Sears, Roebuck and Co. Friday announced that the $720 million consumer loan portfolio of Allstate Financial Corp. would be transferred to Dean Witter Financial Services Group. Both are Sears subsidiaries.

Allstate Savings & Loan Association, part of the Financial Services Group, will replace Allstate Financial as the primary source for consumer loans, Sears said. Allstate Enterprises Inc. and its subsidiaries will continue to originate consumer loans.

Allstate Financial's outstanding commercial paper is being retired and its remaining debt will be assumed by Sears Roebuck Acceptance Corp. Allstate Financial will be merged into Sears Roebuck Acceptance Corp. in early March. ■

Savings Banks . . .

Continued from page 23

Bank, moved up to second place, with $7.5 billion in deposits on Dec. 31, compared with $3.7 billion a year earlier when it ranked fifth. The bank acquired the $2.7 billion-deposit New York Bank for Savings, the nation's eighth largest savings bank at yearend 1981, and the $879 million-deposit Western New York Savings Banks, Buffalo, on Jan. 15, 1982, to account for its gain in rank.

The Dime Savings Bank of New York, Brooklyn, the Metropolitan Savings Bank, Brooklyn, and the Bowery Savings Bank, New York, each moved down one place in rank to third, fourth, and fifth, respectively.

The fastest growing savings bank among the top 100 is Union Warren Savings Bank, Boston. It had a 36% increase in its deposits to $521.6 million to move up 23 places in rank to 67th. The bank acquired the $128 million-deposit Milton Savings Bank, Mass., in November to account for the sharp deposit gain.

The savings bank with the largest drop in deposits among the top 100 is 89th-ranked Permanent Savings Bank, Niagara Falls. The bank sold two branches with $80 million in deposits to the Goldome Bank for Savings last December to account for an 18.3% drop in deposits to $362.5 million. ■

American Banker classifieds get fast results.

Rochester S&L Restructures

ROCHESTER, N.Y. — First Federal Savings & Loan Association of Rochester has formed a new senior management structure, according to James M. Cirona, president and chief executive officer.

Mr. Cirona attributed the need for the new structure to the rapid growth of First Federal, the growing complexity of the thrift industry, and a dramatically different business environment.

The previous structure at First Federal including only three divisions; financial management, liabilities management, and asset management. The newly formed structure includes six divisions; financial, operations, administration, retail services, marketing, and real estate/wholesale lending.

The new structure was designed to better accommodate the heightened needs of consumers in both real estate and retail banking services, Mr. Cirona added.

Thomas N. Borshoff has been elected to the newly created post of executive vice president and chief operating officer. He had been senior vice president and chief operating officer-asset management since May, 1981.

Those elected to new positions in the structure are:

Fredrik J. Lindenhovius to senior vice president/finance division; Michael S. Pope to senior vice president/operations division; Kevin W. Paul to senior vice president/administration division; Donald D. Ranous to senior vice president/retail services division; Peter W. Sear to senior vice president/real estate-wholesale lending division; and Dean M. Schultz re-elected to senior vice presidentSgeneral counsel-corporate and legal affairs. ■

Equitable Extends Share-Buyback Offer

BALTIMORE — Equitable Bancorp. has extended until midnight Feb. 4 its offer to purchase for cash up to 200,000 of its own common shares and established a per-share price of $28.

The original offer, which had not specified the price, has expired. Equitable said 98,916 shares have been validly tendered at or below $28 and not withdrawn. ■

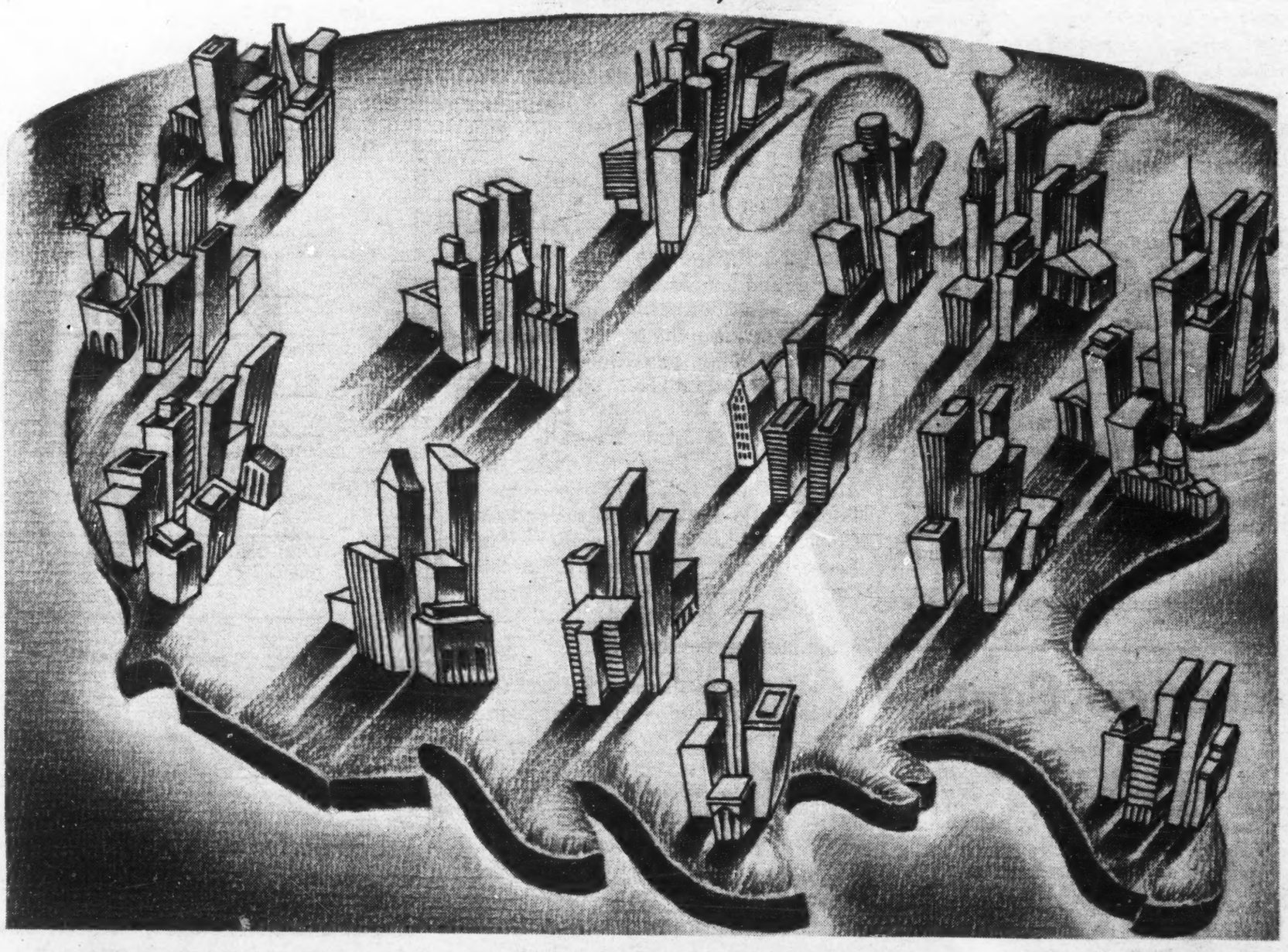
City Federal . . .

Continued from page 3

share in cash and notes for all outstanding shares of Home Federal.

The C&C offer is conditioned among other things upon at least 51% of Home Federal's shares being tendered and not withdrawn. ■

An American Banker Feature Edition: March 4, 1983



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American Banker

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Fed to Tighten On Money Supply, Volcker Pledges

By ANDREW ALBERT

WASHINGTON — Federal Reserve Board chairman Paul A. Volcker pledged Wednesday to tighten the Fed's grip on the money supply this year in order to prevent the expected economic growth from refueling inflation.

Excerpt from Fed Report, Page 43

Despite plans to slow money growth, Mr. Volcker said Fed policy-makers raised slightly their targeted range for M2 — which now represents one of the Fed's key money supply measures.

The higher growth ranges announced for M2, and the narrower M1, were adopted by the Fed to allow for massive shifts in funds caused by recent removal of federal interest rate ceilings on certain bank accounts, he said.

➳ Volcker: Page 40

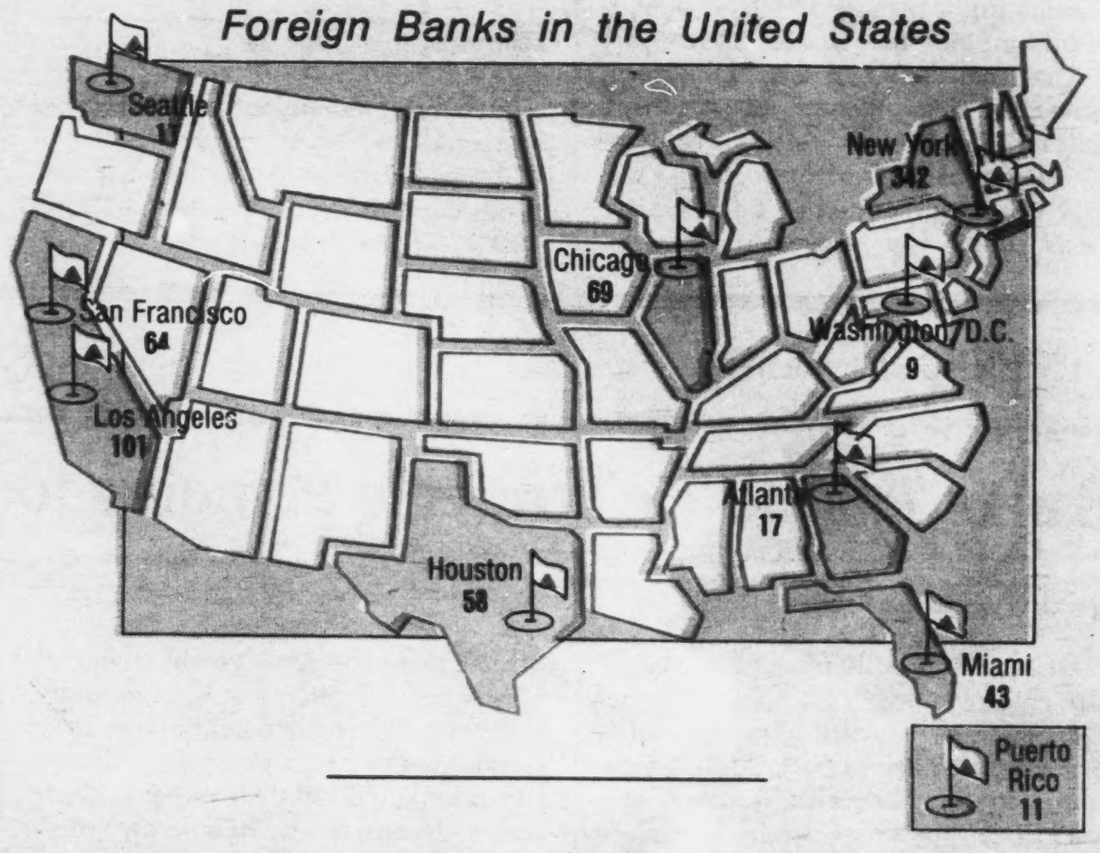
Foreign Banks Increase US Presence

Holdings Here Are Up 12.9% at Midyear 1982

By L. MICHAEL CACACE

NEW YORK — Foreign banking institutions substantially increased their presence in the United States last year despite the recession both here and abroad. They continue to position themselves in the lucrative and relatively stable U.S. market for the long run and, apparently, were not discouraged by this nation's sluggish economy in 1982.

This is the major conclusion to be drawn from results of the American Banker's annual survey of foreign banking in the U.S. published today in a special section as part of the International Banking Annual.



At midyear 1982, a total of 201 foreign banks from 42 countries had 486 U.S. banking offices — branches, agencies, commercial bank subsidiaries, Edge Act bank subsidiaries, New York State investment companies, and finance companies. A year earlier, 174 banks from 37 countries had 425 U.S. banking offices.

Over the 12 months ended June 30, 1982, the number of branches and agencies rose by 12.9% from 357 at midyear 1981 to 403 at midyear 1982. Over the comparable period a year earlier, the number of branches and

➳ Foreign Banks: Page 46

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International Banking Annual

The Export Trading Company Act
The new law permits banks to enter a new field of business, and it is viewed with excitement by many in the industry. American Banker takes an in-depth look at the act: the problems bankers face in taking advantage of it, the banking and antitrust provisions in the bill, the current exporting scene, the outlook for world trade, and the worrisome trend towards trade protectionism.....11

American Banker Ranks the Foreign Banks in the USA.....Section A

FDIC Had Rejected Failed Bank's Plan to Boost Capital

By PHILLIP L. ZWEIG

KNOXVILLE, Tenn. — The Federal Deposit Insurance Corp. earlier this month rejected as inadequate proposals made by top officials of the failed United American Bank here to infuse $30 million in new equity capital into the floundering institution.

In a Feb. 4 letter to FDIC Director of Bank Supervision James L. Sexton, UAB chairman Jake F. Butcher, executive committee chairman B.R. Thompson Sr., and president Ronald A. Scott outlined a four-point plan for restructuring the bank that would have included the merger of Mr. Butcher's United American Bank in Hamilton County, Chattanooga, with the Knoxville institution.

Under the plan, Mr. Thompson, who was named chairman in a management reorganization announced in January, was to buy $15 million in preferred stock. Mr. Butcher's brother, C.H. Butcher Jr., who controls the City & County Bank network, and UAB directors Pat Wood and Robert Woodson were to have purchased another $5 million. Mr. Butcher was to have supplied $10 million as a result of the merger, and he promised to make up any shortfall.

Written in response to a cease-and-desist order served on the bank by the FDIC on Jan. 19, the letter was contained in a lawsuit filed by UAB against the FDIC on Feb. 8. The lawsuit sought to stop the agency from enforcing a second cease-and-desist order issued Feb. 4 that accused the bank of releasing false and misleading information about its condition to the public and

➳ United American: Page 48

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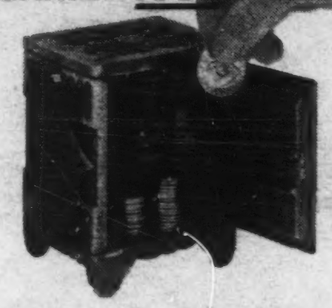

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Commercial & Industrial Loans Outstanding on June 30, 1982 (a)
Of U.S. Commercial Banking Subsidiaries of Foreign Banks

American Banker ranks the Foreign Banks in the USA

1. Hongkong & Shanghai Banking Corp., Hong Kong.... $5,789,000,000
2. Bank of Tokyo Ltd..... $5,630,000,000
3. Midland Bank Plc., London..... $5,279,000,000
4. Fuji Bank Ltd., Tokyo..... $2,821,000,000
5. Bank of Montreal..... $2,666,000,000
6. Dai-Ichi Kangyo Bank Ltd., Tokyo..... $2,574,000,000
7. Barclays Bank Plc., London(c)..... $2,559,000,000
8. National Westminister Bank Plc., London..... $2,489,000,000
9. Mitsui Bank Ltd., Tokyo.....
10. Royal Bank of Canada, Montreal
11. Standard Ch

AT A GLANCE:
Who's tops?

Rank	Name	Deposit Rank(b) 6/30/82	Deposit Rank(b) 6/30/81	Number of Offices 6/30/82	Number of Offices 6/30/81	Total Assets 6/30/82	Total Assets 6/30/81	Net Income 6/30/82	Net Income 6/30/81	Dep. Rank(b) 6/30/82
52	Bank of Montreal Trust Co., New York(f) Bank of Montreal, Montreal, Canada	6,487	8,078	46		26,893	33,060	17,440	25,013	...
53	International Bank of California, Los Angeles Metropolitan Bank & Trust Co., Makati, Philipines	1,369	3,105	..		17,195	16,182	12,222	10,482	...
54	Bank of Nova Scotia Trust Co., New York(f) Bank of Nova Scotia, Toronto, Canada	0	2,400	49		4,669	4,735	2,328	2,504	...
55	Toronto Dominion Bank & Trust Co., New York(f) Toronto Dominion Bank, Canada	0	1,835	50		5,912	4,164	2,055	0.6	...
56	First Los Angeles Bank Istituto Bancario San Paolo di Torino, Turin, Italy	(g)	..	..		354,832	.....	272,832	.....	...

(a)—Data are taken from the banks' Report of Condition or "Call Report" submitted to the Regulatory Authorities
(b)—Deposit rank of bank among all commercial banks in the U.S. on June 30, 1982.
(c)—The bank is owned by the following six banks: (1) Amsterdam-Rotterdam Bank, Netherlands; (2) Creditanstalt-Bankverein, Vienna, Austria; (3) Deutsche Bank, Frankfurt, Germany; (4) Midland Bank, London, U.K.; (5) Societe Generale de Banque, Brussels, Belgium; and (6) Societe Generale, Paris, France.

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Foreign Banks with More Than $1 Billion in Business Loans Outstanding at U.S. Subsidiaries, Branches, and Agencies(a)

Dollar Figures in Billions, as of June 30, 1982

	C&I Loans	Total Deposits*	Total Assets*	No. of br. & ag. offices	No. of U.S. subs(a)
Hongkong & Shanghai Banking Corp., Hong Kong	$5.789	$15.584	$19.781	8	1(2)
Bank of Tokyo Ltd.	5.630	9.665	18.514	6	2(1)
Midland Bank Plc., London	5.279	17.711	23.633	...	1(b)
Fuji Bank Ltd., Tokyo	2.821	4.301	9.304	3	1(0)
Bank of Montreal	2.666	1.467	6.007	2	2(0)
Dai-Ichi Kangyo Bank Ltd., Tokyo	2.574	3.925	7.756	3	1(0)
Barclays Bank Plc., London(c)	2.559	2.814	7.931	12	2(1)
National Westminister Bank Plc., London	2.489	6.709	9.150	3	1(0)
Mitsui Bank Ltd., Tokyo	2.426	2.383	5.353	3	1(0)
Royal Bank of Canada, Montreal	2.390	3.065	6.220	10	2(0)
Standard Chartered Bank Plc., London	2.031	5.693	8.632	7	1(1)
European American Group(d)	2.027	3.816	6.107	...	1(1)
Sumitomo Bank Ltd., Osaka	1.988	2.878	5.860	4	1(0)
Industrial Bank of Japan Ltd., Tokyo	1.687	3.017	5.038	2	1(0)
Swiss Bank Corp., Basle	1.660	2.466	4.506	5	0(0)
Banque Nationale de Paris(e)	1.629	1.774	4.173	4	1(0)
Canadian Imperial Bank of Commerce, Toronto	1.535	2.109	4.489	10	2(0)
Sanwa Bank Ltd., Osaka	1.483	2.571	5.871	3	1(0)
Lloyds Bank Plc., London	1.426	3.638	5.526	6	1(0)
Toronto Dominion Bank	1.308	0.651	3.641	3	2(0)
Mitsubishi Bank Ltd., Tokyo	1.306	3.771	9.854	3	1(0)
Credit Suisse, Zurich	1.188	0.762	1.542	3	0(0)
Taiyo Kobe Bank Ltd., Kobe	1.158	1.181	2.887	3	0(0)
Credit Lyonnais, Paris	1.130	1.035	2.706	6	0(0)
Algemene Bank Nederland, Amsterdam	1.109	1.898	3.469	8	1(1)

*—Average deposits and assets for June 1982 were used for branches and agencies, and balances as of June 30, 1982 were used for U.S. subsidiaries.
(a)—U.S. subsidiaries include commercial banks and edge act corporations. Number of edge subsidiaries are in parenthesis.
(b)—Also has an interest, along with five other banks, in European American Bank & Trust Co., New York.
(c)—Also has a finance company subsidiary, Barclays American Corp., Charlotte, N.C., which is included in the bank's totals.
(d)—The group consists of six European banks:(1) Amsterdam-Rotterdam Bank, Amsterdam, Netherlands; (2) Creditanstalt-Bankverein, Vienna; (3) Deutsche Bank, Frankfurt; (4) Midland Bank, London; (5) Societe Generale de Banque, Brussels; (6) Societe Generale, Paris. The group owns European American Bank & Trust Co., New York, a commercial bank, which, in turn, owns a Miami-based Edge Act bank and European American Banking Corp., a New York investment company. The figures shown are for these two institutions.
(e)—Also has a New York investment Co. subsidiary, which is included in the bank's table.

A Breakdown of C&I Loans, Deposits, and Assets Of the U.S. Offices of Foreign Banks by Type of Office

(Dollar Figures in Billions)

	Date	Number	C&I Loans	Deposits (a)	Assets (a)
AGENCIES	6/30/82	195	$21.7	$11.0	$63.5
	6/30/81	181	$18.0	$ 6.0	$63.5
		+14	+20.6%	+83.3%	...
BRANCHES	6/30/82	208	$33.9	$56.2	$116.0
	6/30/81	176	$29.3	$49.2	$107.3
		+32	+15.7%	+14.2%	+8.1%
COMMERCIAL BANKS	6/30/82	55	$26.2	$80.3	$102.2
	6/30/81	49	$21.9	$70.7	$90.6
		+6	+19.6%	+13.6%	+12.8%
EDGE ACT BANKS (b)	6/30/82	19	$0.04	$0.4	$0.6
	6/30/81	11	$0.01	$0.1	$0.2
		+8	+300%	+300%	+200%
FINANCE COMPANIES (c)	6/30/82	1	$1.0	...	$2.4
	6/30/81	1	$0.8	...	$2.1
		...	+25%	...	+14.3%
INVESTMENT COMPANIES	6/30/82	8	$1.2	$0.7	$3.1
	6/30/81	7	N.A.	N.A.	N.A.
		+1	...	...	...
U.S. offices of foreign banks: TOTALS	6/30/82	486	$84.0	$148.6	$287.8
	6/30/81	425	$70.0	$126.0	$263.7
		+61	+20.0%	+17.9%	+9.1%
All U.S. banks (d)	6/30/82	15,235	$386.7	$1,325.8	$1,854.7
	6/30/81	15,188	$345.5	$1,235.5	$1,736.9
		+47	+11.9%	+7.3%	+6.8%
Ratio of U.S. offices of foreign banks to U.S. banks (e)	6/30/82	3.2%	21.7%	11.2%	15.5%
	6/30/81	2.8%	20.3%	10.2%	15.2%

(a) Average deposits and assets for June were used for branches, agencies, and Edge banking subsidiaries.
(b) To avoid double counting, the data for the following four Edge banks were subtracted from the Edge banking totals: (1) Crocker Bank International, New York; (2) European American Bank International, Miami; (3) Marine Midland Interamerican Bank, Miami; and (4) J. Henry Schroder International Bank, Miami. The Edge banking totals shown exclude these four Edges. The data for these Edges were included in their respective parent banks' figures; and therefore, are included in the commercial bank aggregate figures above.
(c) June data were not available, therefore data for 12/31/81 and 12/31/80 were used.
(d) Source of these data is the Federal Rserve Bulletin. As defined by the Fed, all banks include the sum of all domestically chartered commercial banks plus the U.S. branches and agencies of foreign banks plus Edge Act banks plus York State investment companies.
(e) In computing the ratios, the finance company data were subtracted out from the foreign banks in U.S. totals for comparability with the Federal Reserve aggregate data.

The 10 Largest Countries in C&I Loans Booked by Their Banks' U.S. Offices (a)

(Dollar Figures in Billions)

Country	Date	Number of banks with US offices(b)	Number of US offices	US-booked C&I loans	Ratio (c)	Total Deposits	Total Assets
JAPAN	6/30/82	24	71	$28.0	33.3%	$44.1	$100.5
	6/30/81	24	70	$24.2	34.6%	$30.1	$ 83.9
		...	+1	+15.7%		+46.5%	+19.8%
UNITED KINGDOM	6/30/82	11	47	$14.6	17.4%	$38.3	$57.4
	6/30/81	10	39	$12.2	17.4%	$36.1	$52.0
		+1	+8	+19.7%		+6.1%	+10.4%
CANADA	6/30/82	8	47	$9.3	11.1%	$8.9	$24.1
	6/30/81	8	49	$8.4	12.0%	$8.0	$26.7
		...	- 2	+10.7%		+11.3%	- 9.7%
HONG KONG	6/30/82	8	18	$5.8	6.9%	$15.9	$20.1
	6/30/81	6	14	$5.1	7.3%	$15.1	$19.2
		+2	+4	+13.7%		+5.3%	+4.7%
FRANCE	6/30/82	13	29	$4.8	5.7%	$4.5	$13.8
	6/30/81	12	24	$3.6	5.1%	$5.5	$14.2
		+1	+5	+33.3%		- 18.2%	- 2.8%
SWITZERLAND	6/30/82	4	12	$3.3	3.9%	$6.4	$10.6
	6/30/81	4	10	$2.6	3.7%	$9.1	$13.5
		...	+2	+26.9%		- 29.7%	- 21.5%
ITALY	6/30/82	8	19	$3.0	3.6%	$7.2	$12.0
	6/30/81	8	15	$2.1	3.0%	$1.3	$8.9
		...	+4	+42.9%		+453.8%	+34.8%
GERMANY	6/30/82	12	20	$2.6	3.1%	$3.2	$7.3
	6/30/81	10	18	$3.0	4.3%	$4.9	$10.0
		+2	+2	- 13.3%		- 34.7%	- 27.0%
ISRAEL	6/30/82	4	21	$1.9	2.3%	$5.5	$6.8
	6/30/81	4	20	$1.5	2.1%	$4.2	$5.4
		...	+1	+26.7%		+31.0%	+25.9%
MEXICO	6/30/82	6	12	$1.5	1.8%	$1.0	$3.3
	6/30/81	5	10	$1.0	1.4%	$0.2	$1.9
		+1	+2	+50.0%		+400%	+73.7%
TOTALS							
For top 10	6/30/82	98	296	$74.8	89.0%	$135.0	$255.9
	6/30/81	91	269	$63.7	90.9%	$114.5	$235.7
		+7	+27	+17.4%		+17.9%	+8.6%
TOTALS							
For all foreign banks in the U.S.	**6/30/82**	**201(42)**	**486**	**$84.0**	**100.0%**	**$148.6**	**$287.8**
	6/30/81	**174(37)**	**425**	**$70.0**	**100.0%**	**$126.0**	**$263.7**
		+27(+5)	**+61**	**+20.0%**		**+17.9%**	**+9.1%**

(a)—Includes all of the banks' U.S. branches, agencies, Edge Act banks, commercial bank subsidiaries, finance companies, and New York State investment companies.
(b)—The number of foreign countries with U.S. banking offices is shown in parenthesis.
(c)—Ratio of commercial and industrial loans booked by all U.S. offices of the country's banks to all C&I loans booked by all the U.S. offices of all the foreign banks in the U.S.

The 10 Cities in the U.S. with the Largest Number of Foreign Banking Offices(a)

City	Total No. of Offices	Breakdown of Offices by Type: Agencies	Branches	Commercial Bank Subs.	Edge Act Banks	Representative Offices	All Other Offices(b)
NEW YORK	342	56	119	21	4	134	8
LOS ANGELES	101	60	8	11	0	22	0
CHICAGO	69	0	42	2	2	23	0
SAN FRANCISCO	64	36	1	10	1	16	0
HOUSTON	58	0	0	0	7	51	0
MIAMI	43	25	0	2	7	9	0
ATLANTA	17	12	0	0	0	5	0
SEATTLE	11	0	10	0	0	1	0
PUERTO RICO (c)	11	0	6	5	0	0	0
WASHINGTON, D.C.	9	0	3	0	0	6	0
TOTALS							
For 10 Largest	725	189	189	51	21	267	8
TOTALS:							
All U.S. Offices of Foreign Banks	785	196	213	56	22	289	9
Number of Cities (d)	37	9	19	12	6	18	2

(a)—Includes offices opened since 6/30/82.
(b)—Includes eight New York Investment Companies and one finance company.
(c)—Includes offices in Guanica, Hato Rey, San Juan, and Santurce.
(d)—Shows the total number of U.S. cities that have foreign banking offices.

Commercial & Industrial Loans Outstanding on June 30, 1982 (a) Of U.S. Commercial Banking Subsidiaries of Foreign Banks

(Dollar Figures in Thousands)

C&I Rank	Name and location of bank Name of parent	C&I Loans Outstanding 6/30/82	C&I Loans Outstanding 6/30/81	C&I Loan Rank 6/30/81	Gain in Rank	Total Assets 6/30/82	Total Assets 6/30/81	Total Deposits 6/30/82	Total Deposits 6/30/81	Dep. Rank(b) 6/30/82
1	Marine Midland Bank NA, Buffalo, N.Y. Hongkong & Shanghai Banking Corp., Hong Kong	5,553,692	4,909,098	1		19,008,339	17,905,226	15,075,627	14,179,252	13
2	Crocker National Bank, San Francisco Midland Bank, Plc., London, U.K.	5,278,997	4,124,059	2		23,632,610	19,339,160	17,711,291	14,882,587	12
3	Bank of Tokyo Trust Co., New York Bank of Tokyo Ltd., Japan	1,860,730	1,607,027	4	+ 1	4,060,343	3,939,910	3,297,046	3,254,508	48
4	European American Bank & Trust Co., New York See footnote (c) below.	1,721,491	1,621,653	3		4,871,764	5,644,116	3,694,975	4,248,476	41
5	Union Bank, Los Angeles Standard Chartered Bank, Plc., London, U.K.	1,697,944	1,541,342	5		7,193,531	6,919,549	4,886,000	5,091,458	30
6	National Bank of North America, New York National Westminster Bank, Plc., London, U.K.	1,634,152	1,406,375	6		6,922,222	5,786,542	5,417,155	4,687,499	26
7	California First Bank, San Francisco Bank of Tokyo, Ltd., Japan	1,172,397	850,636	7		3,798,443	3,751,251	3,312,526	3,283,717	47
8	Bank Leumi Trust Co., New York Bank Leumi le-Israel, Tel-Aviv	710,411	411,443	12	+ 4	2,291,247	2,129,699	2,046,178	1,907,626	80
9	Sumitomo Bank of California, San Francisco Sumitomo Bank Ltd., Osaka, Japan	642,436	532,679	9		2,185,264	2,073,105	1,905,516	1,827,882	91
10	J. Henry Schroder Bank & Trust Co., New York Schroders Ltd., London, U.K.	587,483	601,154	8		1,955,061	1,938,823	1,489,477	1,634,072	113
11	Mitsui Manufacturers Bank, Los Angeles Mitsui Bank, Ltd., Tokyo, Japan	503,980	489,013	11		1,556,223	1,309,905	1,364,324	1,325,256	132
12	Lloyds Bank California, Los Angeles Lloyds Bank, Plc., London, U.K.	448,654	498,533	10		2,591,255	2,640,365	2,135,821	2,212,050	78
13	Israel Discount Bank of New York Israel Discount Bank Ltd., Tel-Aviv	338,834	320,239	13		2,724,104	2,023,048	2,480,469	1,855,765	64
14	LaSalle National Bank, Chicago Algemene Bank Nederland, Amsterdam, Netherlands	280,619	246,505	14		1,256,482	1,095,197	855,991	759,674	193
15	Bank of the West, San Francisco Banque Nationale de Paris	254,999	183,621	18	+ 3	960,441	806,545	830,531	693,540	201
16	Fuji Bank & Trust Co., New York Fuji Bank Ltd., Tokyo, Japan	251,345	229,814	15		1,605,026	1,313,877	1,397,014	1,107,704	125
17	Golden State Sanwa Bank, San Francisco Sanwa Bank, Osaka, Japan	242,101	229,389	16		874,810	766,394	741,821	645,792	224
18	California Canadian Bank, San Francisco Canadian Imperial Bank of Commerce	241,042	180,763	19	+ 1	867,106	765,590	698,883	587,434	235
19	Royal Bank & Trust Co., New York Royal Bank of Canada, Montreal	238,214	179,272	20	+ 1	619,866	440,482	325,770	258,666	...
20	Industrial Bank of Japan Trust Co., New York Industrial Bank of Japan, Ltd., Tokyo	228,928	189,959	17		1,361,140	1,027,299	1,112,853	878,131	154
21	Long Island Trust Co. NA, Garden City, N.Y.(d) Banca Commerciale Italiana, Milan, Italy	219,122	.....	--		1,045,588	.....	857,863	.....	192
22	Barclays Bank of New York Barclays Bank Plc., London, U.K.	187,666	168,125	21		1,136,759	1,031,212	973,803	866,246	173
23	UBAF Arab American Bank, New York Union de Banque Arabes et Francaises, Neuilly, France	183,224	131,650	23		1,163,232	1,088,163	854,051	803,152	196
24	Barclays Bank of California, San Francisco Barclays Bank, Plc., London, U.K.	176,365	166,555	22		794,547	800,857	706,439	714,503	232
25	Canadian Imperial Bank of Commerce Trust Co., New York... Canadian Imperial Bank of Commerce, Toronto	166,085	46,366	33	+ 8	236,971	106,479	41,931	29,581	...
26	Mitsubishi Bank of California, Los Angeles Mitsubishi Bank Ltd., Tokyo, Japan	113,890	89,539	26		478,156	483,143	404,818	431,810	392
27	Daiwa Trust Co., New York Daiwa Bank Ltd., Osaka, Japan	106,658	70,058	29	+ 2	1,123,135	864,582	986,254	748,154	172
28	Extebank, Stony Brook, N.Y. Banco Exterior de Espana, Madrid, Spain	104,227	80,867	27		257,363	257,649	207,642	195,111	...
29	Tokai Bank of California, Los Angeles Tokai Bank Ltd., Nagoya, Japan	95,613	43,438	34	+ 5	377,573	159,187	315,749	139,466	...
30	Banco de Santander-Puerto Rico, Hato Rey Banco de Santander, Spain	91,588	74,321	28		684,978	559,792	610,914	504,569	263
31	Banco Central Corp., Hato Rey, P.R. Banco Central, Madrid, Spain	85,552	92,987	25		771,482	719,296	563,723	516,591	288
32	Scotiabank de Puerto Rico, San Juan Bank of Nova Scotia, Toronto, Canada	84,822	15,846	43	+11	464,518	521,279	401,571	462,628	395
33	California Commerce Bank, Los Angeles Banco Nacional de Mexico, Mexico City	80,661	27,928	39	+ 6	307,219	133,082	270,508	107,382	...
34	UMB Bank & Trust Co., New York United Mizrahi Bank Ltd., Tel-Aviv, Israel	74,146	67,116	30		319,476	179,187	239,093	139,072	...
35	Atlantic Bank of New York National Bank of Greece, Athens	60,872	56,471	31		425,206	444,821	373,507	388,419	421
36	Japan California Bank, Los Angeles Dai-Ichi Kangyo Bank Ltd., Tokyo	54,566	.....	...		106,854	.....	80,384	.....	...
37	Banco di Roma, Chicago Banco di Roma, Rome, Italy	48,678	49,756	32		163,967	124,590	97,534	85,348	...
38	Banco de Bogota Trust Co., New York Banco de Bogota, Colombia	46,314	38,859	37		192,165	130,649	110,353	76,717	...
39	California Korea Bank, Los Angeles Korea Exchange Bank, Seoul	43,674	40,124	36		104,974	95,148	90,348	81,683	...
40	Union Chelsea National Bank, New York Banco Union, Caracas, Venezuela	41,023	27,521	40		133,172	83,591	114,038	69,193	...
41	Toronto Dominion Bank of California, San Francisco Toronto Dominion Bank, Canada	38,678	40,253	35		158,099	170,370	138,180	146,733	...
42	Grossmont Bank, La Mesa, Calif. Bancomer, Mexico City, Mexico	37,010	.....	...		153,101	.....	131,536	.....	84
43	Kyowa Bank of California, Los Angeles Kyowa Bank Ltd., Tokyo, Japan	32,137	18,675	41		63,542	53,808	51,749	43,528	...
44	Banco Commercial de Mayaguez, San Juan, P.R. Banco Occidental de Madrid, Spain	30,962	28,822	38		256,478	178,550	162,666	144,344	...
45	Banco Central of New York Banco Central, Madrid, Spain	25,051	14,084	45	+ 1	160,279	73,670	146,093	62,949	...
46	Miami National Bank Banco Zaragozano, Madrid, Spain	23,387	6,797	47	+ 2	79,342	50,165	61,002	42,544	...
47	Banco de San Juan, P.R. Royal Bank of Canada, Montreal	16,419	14,636	44		440,219	397,581	370,572	323,124	424
48	Bank of Montreal (California), San Francisco Bank of Montreal, Canada	16,142	16,102	42		59,932	72,737	26,566	37,937	...
49	National Bank of Long Beach, Calif. Aktivbanken, Vejle, Denmark	11,230	.....	...		47,796	.....	40,234	.....	985
50	Oceanic Bank, San Francisco Allied Banking Corp., Manila, Philippines	9,538	.....	...		13,560	.....	3,015	.....	...
51	Eagle National Bank, Miami Banco de Colombia, Bogota	9,439	.....	...		95,844	.....	73,195	.....	...
52	Bank of Montreal Trust Co., New York Bank of Montreal, Canada	5,487	8,079	46		26,893	33,050	17,449	25,013	...
53	International Bank of California, Los Angeles Metropolitan Bank & Trust Co., Makati, Philipines	1,369	3,105	...		17,195	16,182	12,222	10,482	...
54	Bank of Nova Scotia Trust Co., New York(f) Bank of Nova Scotia, Toronto, Canada	0	2,400	49		4,669	4,735	2,528	2,504	...
55	Toronto Dominion Bank & Trust Co., New York(f) Toronto Dominion Bank, Canada	0	1,835	50		5,912	4,164	2,055	0.6	...
56	First Los Angeles Bank Istituto Bancario San Paolo di Torino, Turin, Italy	(g)	...	...		354,832	.....	272,832	.....	...

(a)—Data are taken from the banks' Report of Condition of "Call Report" submitted to the Regulatory Authorities.
(b)—Deposit rank of bank among all commercial banks in the U.S. on June 30, 1982.
(c)—The bank is owned by the following six banks: (1) Amsterdam-Rotterdam Bank, Netherlands; (2) Creditanstalt-Bankverein, Vienna, Austria; (3) Deutsche Bank, Frankfurt, Germany; (4) Midland Bank, London, U.K.; (5) Societe Generale de Banque, Brussels, Belgium; and (6) Societe Generale, Paris, France.
(d)—Acquired in July, 1982.
(f)—June 30, 1981 C&I loans are total loans.
(g)—Acquired in Jan., 1983.

NOTE

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U.S. Agencies of Foreign Banks (a)

Listed by City and State
(Within City by Total Loans Outstanding on 6/30/82)

(Dollar Figures in Thousands)

CALIFORNIA

Los Angeles

1	Industrial Bank of Japan (x)	736,805
2	Fuji Bank Ltd. (x)	509,285
3	Dai-Ichi Kangyo Bank (x)	448,835
4	Daiwa Bank Ltd. (x)	399,646
5	Mitsui Bank Ltd. (x)	354,975
6	Mitsubishi Bank Ltd. (x)	343,812
7	Bank of Tokyo Ltd	299,928
8	Long-Term Credit Bank of Japan (x)	245,004
9	Kyowa Bank (x)	218,590
10	Canadian Commercial Bank	162,104
11	Bancomer (x)	160,990
12	Taiyo Kobe Bank Ltd	159,525
13	Banque de Paris de des Paus-Bas	152,015
14	Commercial Bank of Korea (x)	137,506
15	Saitama Bank Ltd. (x)	136,727
16	Banca Serfin (x)	129,140
17	Mitsubishi Trust & Banking Corp. (x)	128,706
18	Credit Lyonnais	128,618
19	Sumitomo Trust & Banking Co. Ltd. (x)	128,298
20	Dresdner Bank	127,886
21	Banco de la Provincia de Buenos Aires (x)	119,499
22	Banca Commerciale Italiana (x)	117,478
23	Tokai Bank Ltd. (x)	117,056
24	Multibanco Comermex (x)	114,564
25	Union Bank of Bavaria	102,317
26	Nippon Credit Bank Ltd. (x)	99,901
27	Banque Nationale de Paris	96,344
28	Toyo Trust & Banking Co., Ltd. (x)	91,937
29	Union Bank of Switzerland	91,073
30	Korea Exchange Bank (x)	85,437
31	Hanil Bank Ltd	83,243
32	Algemene Bank Nederland	75,535
33	Credito Italiano (x),	55,473
34	Banco Nacional de Mexico (x)	51,845
35	Banca Nazionale del Lavoro (x)	50,568
36	Hokkaido Takushoku Bank Ltd. (x)	50,312
37	Yasuda Trust & Banking Co., Ltd. (x)	48,982
38	Deutsche Genossenschaft Bank	45,055
39	Australia & New Zealand Banking Group (x)	38,385
40	Scandinavian Bank Ltd. (x)	34,180
41	Banco do Estado de Sao Paulo	30,380
42	National Bank of Australasia (x)	28,502
43	Korea First Bank	26,602
44	Hongkong & Shanghai Banking Corp	19,102
45	Bank of Seoul & Trust Co	15,809
46	Bangkok Bank Ltd. (x)	15,088
47	Banco Exterior de Espana (x)	13,000
48	Pnilippine Commercial & Industrial Bank (x)	10,197
49	Commonwealth Trading Bank of Australia	9,600
50	Banco do Brasil	5,911
51	State Bank of India	5,434
52	Banco Real (x)	4,403
53	Thai Farmers Bank Ltd. (x)	3,960
54	Overseas Union Bank Ltd. (x)	3,941
55	United Overseas Bank	1,942
56	Bank of New Zealand	1,102
57	Philippine National Bank	1,046
58	Bank Saderat Iran	770
59	International Bank of Singapore Ltd	40
60	Bank Bumiputra Malaysia Berhad	0

San Francisco

1	Bank of Montreal	1,279,109
2	Sanwa Bank Ltd. (x)	357,385
3	Banque Nationale de Paris (x)	276,400
4	Bank of Nova Scotia	259,923
5	Sumitomo Bank Ltd	234,926
6	Canadian Imperial Bank of Commerce	229,943
7	Barclays Bank International	227,024
8	National Westminster Bank	158,271
9	Toronto Dominion Bank	151,323
10	Swiss Bank Corp	145,472
11	Royal Bank of Canada	130,430
12	Banco di Roma (x)	84,333
13	Bank of Tokyo Ltd. (x)	76,892
14	Algemene Bank Nederland	67,269
15	Royal Bank of Scotland Ltd.	57,900
16	Banco de la Nacion Argentina (x)	55,998
17	Credit Lyonnais	47,489
18	Hong Kong & Shanghai Bank (x)	45,102
19	Cho-Heung Bank Ltd. (x)	38,980
20	Chartered Bank of London	30,417
21	Banco do Brasil (x)	30,262
22	Bank of British Columbia (x)	29,969
23	Banco do Estado de Sao Paulo (x)	23,855
24	Bank of India	23,850
25	Banque Francaise du Commerce Exterieur	17,080
26	Banco de Vizcaya (x)	16,935
27	West Pac Banking Corp	15,637
28	Banco Central	15,530
29	Shanghai Commercial Bank Ltd	12,173
30	Dah Sing Bank Ltd	9,450
31	Chekiang First Bank Ltd	5,591
32	Bangkok Metropolitan Bank Ltd	5,000
33	Liu Chong Hing Bank	4,313
34	Metropolitan Bank & Trust Co	3,622
35	Hong Kong Metro Bank Ltd	2,643
36	Bank Melli Iran	32

FLORIDA

Miami

1	Lloyds Bank International (x)	239,240
2	Banco Exterior de Espana	106,503
3	Standard Chartered Bank	43,800
4	Banco Industrial de Venezuela	33,601
5	Banco do Estado de Sao Paulo	28,877
6	Banco Real (x)	26,682
7	Credit Lyonnais (x)	21,518
8	Banco de la Provincia de Buenos Aires (x)	18,954
9	Royal Bank of Canada (b)	14,013
10	Barclays Bank International Ltd	13,832
11	Credit Suisse	13,160
12	Banco Colpatria (x)	13,151
13	Banco de Vizcaya	3,754
14	Algemene Bank Nederland (x)	3,715
15	Banco de la Nacion (x)	3,609
16	Banco de Iberoamerica (x)	3,439
17	Banco de Bilbao (x)	3,340
18	Bank of Nova Scotia	1,107
19	Banco de Santander (x)	540
20	Banco do Brasil (x)	213
21	Banca Nazionale del Lavoro (x)	112
22	Bank of Credit & Commerce International Ltd. (x)	0
23	Banque Sudameris (x)	0
24	Deutsche-Sudamerikanische Bank	0
25	Banco Nacional	(c)

Miami Beach

1	Bank Leumi le-Israel	10,971
2	Israel Discount Bank (d)	6,606
3	Bank Hapoalim (x)	1,856

GEORGIA

Atlanta

1	Toronto-Dominion Bank	466,944
2	Bank of Nova Scotia	229,471
3	Algemene Bank Nederland	192,017
4	Canadian Imperial Bank of Commerce	117,328
5	Union Bank of Bavaria (x)	94,287
6	Swiss Bank Corp	79,699
7	Commerzbank	61,492
8	Barclays Bank International	47,447
9	Lloyds Bank International Ltd	15,947
10	Standard Chartered Bank Ltd	3,210
11	Banco Nazionale del Lavoro	0
12	Credit Lyonnais	(e)

GUAM

Agana

1	Hong Kong & Shanghai Banking Corp	7,273

HAWAII

Honolulu

1	Bank of Tokyo Ltd	23,344
2	Philippine National Bank	0

LOUISIANA

New Orleans

1	Barclays Bank International Ltd	48,557

NEW YORK

New York

1	Fuji Bank Ltd. (d,x)	1,896,400
2	Bank of Tokyo Ltd. (x)	1,781,205
3	Industrial Bank of Japan Ltd. (x)	721,556
4	Bancomer (x)	526,800
5	National Bank of Canada (x)	354,802
6	Canadian Imperial Bank of Commerce (x)	329,052
7	Royal Bank of Canada (x)	318,236
8	Banco Industrial de Venezuela (x)	235,406
9	Bank of Seoul & Trust Co. (x)	217,453
10	Banco Nacional de Mexico	215,716
11	Istituto Bancario San Paolo di Torino (x)	215,194
12	Banco do Estado de Sao Paulo (x)	211,638
13	Chuo Trust & Banking Co. (x)	194,800
14	Multibanco Comermex (x)	136,329
15	Banco Totta & Acores	129,924
16	Banco do Commercio e Industria de Sao Paulo (x)	125,008
17	Bank of Nova Scotia	115,349
18	Commercial Bank of Korea (x)	101,270
19	Banco de Bogota (x)	72,870
20	Korea First Bank (x)	69,066
21	Banco Nacional	63,532
22	Banco de la Provincia de Buenos Aires (x)	61,881
23	Cho-Heung Bank (x)	60,588
24	Hanil Bank Ltd.(x)	55,198
25	Banco Internacional (x)	52,825
26	Banco Itau (x)	52,747
27	Banco Rio de la Plata (x)	43,257
28	Banco Urquijo	40,396
29	International Commercial Bank of China (x)	30,842
30	Grindlays Bank Ltd. (x)	30,189
31	Banco Mercantil de Sao Paulo	30,022
32	Banco Portugues do Atlantico (x)	29,324
33	Jugobanka-United Bank (x)	26,716
34	Banca Serfin	26,235
35	Banco Union	20,102
36	United Mizrahi Bank Ltd	12,866
37	Arab African International Bank (x)	9,721
38	Siam Commercial Bank Ltd. (x)	9,408
39	Overseas-Chinese Banking Corp. Ltd. (x)	8,600
40	United Overseas Bank	7,378
41	Bank Sanaye Iran	7,165
42	Uniao de Bancos Brasileros (x)	4,732
43	Banco de Venezuela	4,517
44	Overseas Union Bank Ltd. (x)	3,167
45	Bangkok Bank Ltd. (x)	2,467
46	Banco Atlantico	1,500
47	Metropolitan Bank & Trust Co	716
48	Bank Melli Iran	163
49	Bangkok Metropolitan Bank Ltd	54
50	Banco Mexicano Somex (f,x)	0
51	Bank Leumi le-Israel	0
52	Bank Saderat Iran	0
53	Bank Sepah Iran	0
54	Thomas Cook Bankers Ltd	0
55	Development Bank of Singapore Ltd. (x)	0
56	Philippine Commercial & Industrial Bank (x)	0

(a)-Compiled from data taken from Federal Reserve Board's Report of Assets and Liabilities of U.S. Branches and Agencies of Foreign Banks for June 30, 1982.
(b)-Has an administrative office in Coral Gables.
(c)-Opened in July, 1982
(d)-Has additional office in Miami.
(e)-Has an agency license, but operates as a rep office
(f)-Converted from rep office on July 2, 1982
(x)-Has an International Banking Facility (IBF).

U.S. Branches of Foreign Banks (a)

Ranked by City and State
(within city by total Loans Outstanding on 6/30/82)

(Dollar Figures in Thousands)

CALIFORNIA

Beverly Hills

1	Bank Leumi le-Israel	18,416

Los Angeles

1	Credit Suisse	227,407
2	Bank Hapoalim(x)	55,304
3	Societe Generale	38,192
4	United Mizrahi Bank Ltd.(x)	18,073
5	Banque de l'Indochine de Suez	525
6	Ka Wah Bank Ltd	0
7	Siam Commercial Bank Ltd	(b)

San Francisco

1	Overseas Trust Bank Ltd	6,817

DISTRICT OF COLUMBIA

1	Abu Dhabi International Bank Inc	2,946
2	National Bank of Pakistan(x)	10
3	Banco Real	(b)

GUAM

Agana

1	First Commercial Bank Taiwan	2,975
2	Metropolitan Bank & Trust Co	1,488

ILLINOIS

Chicago

1	Barclays Bank International	283,926
2	Commerzbank	237,378
3	Swiss Bank Corp	221,340
4	Sumitomo Bank Ltd	195,935
5	Fuji Bank Ltd.(x)	163,512
6	Banque Nationale de Paris(x)	148,651
7	Banca Commerciale Italiana(x)	143,244
8	Dresdner Bank	141,183
9	Credit Lyonnais	134,463
10	Sanwa Bank Ltd.(x)	127,506
11	Union Bank of Switzerland	125,067
12	Banco di Roma(x)	124,573
13	Dai-Ichi Kangyo Bank	113,200
14	Union Bank of Bavaria	102,689
15	Lloyds Bank International Plc(x)	101,709
16	Algemene Bank Nederland	94,798
17	Banque de l'Indochine ed de Suez	94,475
18	Canadian Imperial Bank of Commerce	89,402
19	Credit Agricole(x)	89,120
20	National Westminster Bank Plc	87,008
21	Mitsubishi Bank Ltd.(x)	78,543
22	Tokai Bank Ltd.(x)	74,066
23	Standard Chartered Bank Plc	73,095
24	Societe Generale	67,466
25	Korea Exchange Bank(x)	62,656
26	Bank Leumi le-Israel	52,344
27	Bank Hapoalim(x)	50,355
28	Australia & New Zealand Banking Group Ltd	44,714
29	Banca Nazionale del Lavoro(x)	39,450
30	Korea First Bank	25,321
31	Banco de la Nacion Argentina(x)	23,610
32	Commercial Bank of Korea Ltd	17,934
33	State Bank of India	13,277
34	National Bank of Greece	10,534
35	Hongkong & Shanghai Bank	6,680
36	Allied Irish Bank Ltd	4,371
37	International Commercial Bank of China	4,091
38	National Bank of Pakistan	191
39	Banque de Paris et des Pays-Bas	(b)
40	National Bank of Australasia	(b)
41	West Pac Banking Corp	(b)

MASSACHUSETTS

Boston

1	Bank of Nova Scotia	146,349
2	Barclays Bank International	81,006
3	Bank Hapoalim(x)	61,705
4	National Bank of Greece	4,785
5	Lloyds Bank International	1,338

NEW YORK

New York

1	Dai-Ichi Kangyo Bank Ltd.(x)	1,957,315
2	Mitsui Bank Ltd.(x)	1,425,954
3	Bank of Montreal(x)	1,365,186
4	Swiss Bank Corp.(d,x)	1,213,879
5	Swiss Credit Bank(x)	947,755
6	Taiyo Kobe Bank Ltd.(x)	874,507
7	Sumitomo Bank Ltd.(x)	818,861
8	Credit Lyonnais(x)	797,367
9	Mitsubishi Bank Ltd.(x)	770,181
10	Sanwa Bank Ltd.(x)	755,668
11	Toronto Dominion Bank	651,433
12	Banca Nazionale del Lavoro(x)	646,094
13	National Westminster Bank(x)	609,832
14	Long-Term Credit Bank of Japan(x)	553,104
15	Banque National de Paris(x)	529,184
16	Nippon Credit Bank Ltd.(x)	500,364
17	Sumitomo Trust & Banking Co. Ltd.(x)	464,189
18	Banco di Roma(x)	455,242
19	Barclays Bank International	447,319
20	Westdeutsche Landesbank(x)	438,355
21	Mitsubishi Trust & Banking Corp.(x)	391,597
22	Yasuda Trust & Banking Co. Ltd.(x)	380,498
23	Tokai Bank Ltd.(x)	380,449
24	Kyowa Bank Ltd.(x)	372,286
25	Societe Generale(x)	366,541
26	Commerzbank(x)	356,241
27	Algemene Bank Nederland(d,x)	349,447
28	Banque de Paris et des Pays-Bas(x)	331,635
29	Bank of Yokohama(x)	328,967
30	Bank Hapoalim(e,x)	326,097
31	Mitsui Trust & Banking Co. Ltd.(x)	325,013
32	Dresdner Bank(x)	301,439
33	Lloyds Bank International(x)	298,301
34	Daiwa Bank Ltd.(f,x)	293,718
35	Credit Industriel et Commerciale(x)	276,968
36	Banca Commerciale Italiana(x)	268,489
37	Saitama Bank Ltd.(x)	237,573
38	Banque Francaise du Commerce Exterieur(x)	227,388
39	Hokkaido Takushoku Bank Ltd.(x)	215,545
40	Korea Exchange Bank(x)	214,283
41	Deutsche Bank(x)	206,138
42	Banco di Napoli(x)	201,323
43	Credito Italiano(x)	179,400
44	Nederlandsche Middenstandsbank(x)	169,820
45	Union Bank of Switzerland(x)	168,985
46	Standard Chartered Bank Ltd.(d,x)	168,916
47	Banco de la Nacion Argentina(x)	165,533
48	Credit Commerciale de France(x)	152,008
49	Banco do Brasil(x)	147,511
50	Hokuriku Bank Ltd.(x)	143,397
51	Banco Real(x)	133,530
52	Toyo Trust & Banking Co. Ltd.(x)	132,711
53	Hongkong & Shanghai Banking Corp.(d,x)	131,317
54	Amsterdam Rotterdam Bank(x)	124,846
55	Bayerische Hypotheken-Und Wechsel Bank(x)	110,923
56	Banca Nazionale dell Agricoltura(x)	101,902
57	Deutsche Genossenschaftsbank(x)	101,721
58	Arab Banking Corp.(x)	95,000
59	Banco di Sicilia(x)	85,182
60	Union Bank of Bavaria	70,191
61	Banco de Vizcaya(x)	61,176
62	Banco de Credito Nacional(x)	52,388
63	Bayerische Landesbank Girozentrale(x)	51,818
64	Banque de l'Union Europeene	51,558
65	Rabobank Nederland	41,019
66	Banco de Bilbao(x)	40,873
67	Berliner Handels und-Frankfurter Bank(x).	38,058
68	Kredietbank(x)	37,272
69	National Bank of Australasia Ltd	33,008
70	Commonwealth Trading Bank of Australia	32,450
71	Dubai Bank Ltd.(x)	28,700
72	Royal Bank of Scotland Ltd	28,535
73	Govnor & Co. of Bank of Ireland(x)	27,898
74	Banco de Estado do Rio de Janiero(x)	27,500
75	Bank of India	24,639
76	State Bank of India(g)	23,397
77	Banco de Santander-One Union Square	22,879
78	Banque de l'Indochine et de Suez(x)	22,103
79	Banco Economico(x)	17,091
80	Allied Irish Bank Ltd	16,625
81	Australia & New Zealand Banking Corp	16,060
82	National Bank of Pakistan(x)	15,714
83	Privatbanken(x)	14,675
84	Banco Safra(x)	14,279
85	Bank of Scotland	11,797
86	Banque Worms	11,673
87	Bank fur Gemeinwirtschaft(x)	8,250
88	Bank of New Zealand(h,x)	7,216
89	Banco Hispano-Americano	7,113
90	Banca de la Republica Oriental del Uruguay(x)	6,590
91	Bank Bumiputra Malaysia Berhad(x)	6,261
92	Danske Provinsbank(x)	6,133
93	Banco Auxiliar	5,000
94	Banco Central(x)	4,028
95	Commercial Banking Co. of Sydney	4,000
96	Habib Bank(x)	3,921
97	Bank of China(x)	3,889
98	Banco Consolidado(d,x)	2,250
99	Westpac Banking Corp	2,250
100	Banca Catalana(x)	1,455
101	Bank of Baroda	1,366
102	Banco de Santander(x)	646
103	Thai Farmers Bank(x)	413
104	Israel Discount Bank	250
105	Middle East Bank Ltd.(h,x)	142
106	Philippine National Bank	50
107	United Bank Ltd	46
108	Banco Brasileiro de Descontos	0
109	Banco de Chile(x)	0
110	Banco Noroeste de Estado de Sao Paulo(x)	0
111	Bank Hapoalim(i)	0
112	Gulf International Bank(x)	0
113	Hessiche Landesbank Girozentrale(x)	0
114	Banco Bandeirantes	(b)
115	Banco Nacional de Panama(x)	(b)
116	Krung Thai Bank Ltd	(b)
117	Midland Bank Plc	(b)
118	State Bank of New South Wales	(b)

OREGON

Beaverton

1	Canadian Imperial Bank of Commerce	3,647

Portland

1	Royal Bank of Canada	1,328,525
2	Bank of Tokyo Ltd	117,855
3	Canadian Imperial Bank of Commerce	71,523
4	Bank of Nova Scotia	66,455
5	Canadian Imperial Bank of Commerce	12,545
6	Canadian Imperial Bank of Commerce	10,718
7	Hongkong & Shanghai Banking Corp	245

PENNSYLVANIA

Philadelphia

1	Bank Leumi le-Israel	77,523
2	Bank Hapoalim(x)	69,981

Pittsburgh

1	Lloyds Bank International Ltd.(x)	320,757
2	Canadian Imperial Bank of Commerce	67,936
3	Algemene Bank Nederland	45,426
4	Barclays Bank International Plc	25,877

PUERTO RICO

1	Royal Bank of Canada, San Juan	181,477
2	Royal Bank of Canada-Hato Rey	71,571
3	Royal Bank of Canada-JFK, San Juan	43,773
4	Royal Bank of Canada-Santurce	28,350
5	Royal Bank of Canada-Mayaguez	17,095
6	Royal Bank of Canada-Guanica	2,040

VIRGIN ISLANDS

Charlotte Amalie

1	Bank of Nova Scotia(j)	12,382
2	Barclays Bank International(k)	11,137

WASHINGTON

Seattle

1	Bank of Tokyo Ltd	293,495
2	Canadian Imperial Bank of Commerce	195,578
3	Mitsui Bank Ltd.(x)	140,545
4	Taiyo Kobe Bank Ltd.(x)	123,835
5	Sumitomo Bank Ltd.(x)	96,235
6	Hokkaido Takushoku Bank Ltd	89,154
7	Barclays Bank International	43,859
8	Hongkong & Shanghai Banking Corp	26,033
9	Korea Exchange Bank	22,138
10	Standard Chartered Bank	10,458

(a)-Compiled from data taken from Federal Reserve Board's Report of Assets and Liabilities of U.S. Branches and Agencies of Foreign Banks for June 30, 1982.
(b)-Established after June 30, 1982.
(d)-Has two branches in New York.
(e)-This branch is not FDIC insured.
(f)-Converted to branch from an agency in April, 1982
(g)-Has three branches in New York.
(h)-Converted to a branch in February, 1982.
(i)-Consolidated data for three FDIC-insured New York branches.
(j)-Includes branches in Christiansted and Frederiksted.
(k)-Includes branch in St. Thomas.
(x)-Has an International Banking Facility (IBF).

Reprints

This statistical tabulation was prepared under the direction of L. Michael Cacace by Harvey Glassman, Theresia Gerber, and Kenneth J. Hicks. Allyson Moore compiled the listing of representative offices by state also featured in this section. Reprints of the section can be obtained by calling Mr. Cacace at 212-943-4836.

Commercial & Industrial Loans Outstanding on June 30, 1982 * Of Edge Act Corporations Owned by Foreign Banks

(Dollar Figures in Thousands)

C&I Rank	Name and location of edge Name of parent	C&I Loans Outstanding 6/30/82	C&I Loans Outstanding 6/30/81	Total Assets 6/30/82	Total Assets 6/30/81	Total Deposits 6/30/82	Total Deposits 6/30/81	Dep. Rank(a) 12/31/81
1	Skandinaviska Enskilda Banken International Corp, New York Skandinaviska Enskilda Banken, Stockholm, Sweden	14,009	2,595	204,115	34,012	124,144	3,262	75
2	Marine Midland Interamerican Bank, Miami Marine Midland Bank NA, Buffalo, N.Y.(b)	10,197	10,941	47,358	77,247	37,523	41,938	100
3	Crocker Bank International, New York Midland Bank Ltd., London, U.K.	7,017	5,315	116,656	424,825	71,854	350,750	10
4	Banco de Santander International, Miami Banco de Santander, Spain	6,530	5,052	138,602	71,015	126,651	53,632	144
5	J. Henry Schroder International Bank, Miami J. Henry Schroder Bank & Trust Co., New York(b)	5,328	2,060	38,202	16,895	24,083	4,056	497
6	Banco Cafetero International Corp., New York Banco Cafetero, Bogota, Colombia	4,670	.....	40,122	.....	16,302	.....	...
7	Tokyo Bancorp. International (Houston)(c) Bank of Tokyo Trust Ltd., Japan	4,140	2,095	6,483	7,788	2,172	2,191	
8	Standard Chartered Bank International, Houston Standard Chartered Bank Plc., London, U.K.	2,763	178	3,987	3,131	628	373	49
9	Banco Real International, Inc., Chicago Banco Real, Sao Paulo, Brazil	2,000	0	7,881	5,310	174	69	406
10	Union Chelsea International Corp, Miami Banco Union, Caracas, Venezuela & Union Chelsea Bank, New York(b)	1,340	.....	15,208	.....	12,475	.....	444
11	Banque de Paris et des Pays-Bas International (Houston) Co. Compagnie Financiere de Paris et des Pays-Bas, Paris(d)	892	460	14,095	7,711	10,763	5,060	...
12	Banco de Bogota International Corp., Miami Banco de Bogota, Colombia	647	50	14,052	5,777	11,219	3,223	564
13	Barclays International Banking Corp., Houston Barclays Bank Plc., London, U.K.	381	....	34,806	.....	14	.....	4
14	Consolidado International Bank, New York Banco Consolidado, Caracas, Venezuela(e)	250	0	14,123	2,680	10,601	0	735
15	Banco de Venezuela International, Miami Banco de Venezuela, Caracas	200	.....	63,210	.....	45,702	.....	458
16	European American Bank International, Miami European American Bank & Trust Co., New York(b)	0	.....	17,899	.....	8,551	.....	330
17	ABN Bank International USA, Chicago Algemene Bank Nederland, Amsterdam, Netherlands	0	0	5,331	0	0	0	27
18	Hongkong Bank International, Houston Hong Kong & Shanghai Banking Corp., Hong Kong	0	.....	174	.....	100	.....	24
19	Bank of Tokyo International USA, Coral Gables, Fla Bank of Tokyo, Ltd., Japan	(f)	.....	.....	.....	.....	.....	...
20	BNP International Corp., Houston Banque Nationale de Paris, France	(g)	.....	.....	.....	.....	.....	...
21	Comind International Banking Corp., Houston Banco do Commercio e Industria de Sao Paulo, Brazil	(h)	.....	.....	.....	.....	.....	...

*-Based on Report of Condition submitted by Edges to the Federal Reserve. Data are for head offices only.
(a)-Deposit rank of parent among world commercial banks.
(b)-Parent bank is owned in turn, by a foreign bank, or banks. See the listing of U.S. commercial bank subsidiaries of foreign banks.
(c)-An agreement corporation.
(d)-Holding company for Banque de Paris et des Pays-Bas, which ranked 104 among world commercial banks.
(e)-Owns 51% of edge. Other 49% owned by First National Bank of Greater Miami.
(f)-Established in October, 1982.
(g)-Established in August, 1982.
(h)-Established in May, 1982. Data for June 30 not available.

New York Investment Company Subsidiaries of Foreign Banks

Name of Investment Company	Parent(s)	Date Operations Began	June 30, 1982 C & I Loans	Total Assets	Total Dep. & Credit Bal.
			(Dollar Figures in Thousands)		
American Scandinavia Banking Corp.	American Scandinavia Group: (1) Danske Bank, Copenhagen (2) Christiana Bank og Kreditkasse, Oslo (3) PK Banken, Stockholm (4) Union Bank of Finland Ltd., Helsinki	March 2, 1981	73,812	169,090	613
Baer American Banking Corp.(b)	Bank Julius Baer & Co. Ltd., Zurich	March 1976	65,865	119,458	27,645
Banesto Banking Corp.(a,d)	Banco Espanol de Credito, Madrid, Spain	June 1982	139,062	155,359	126,324
European-American Banking Corp.	European-American "Group": (1) Amsterdam-Rotterdam Bank, Amsterdam (2) Creditanstalt-Bankverein, Vienna (3) Deutsche Bank, Frankfurt (4) Midland, Bank, London (5) Societe Generale de Banque, Brussels (6) Societe Generale, Paris	May 1, 1968	306,255	1,234,596	121,026
French-American Banking Corp.	Banque Nationale de Paris	1919	323,443	1,061,387	284,175
Nordic American Banking Corp.	(1) Copenhagen Handelsbank, Denmark (2) Kansallis Osake-Pankki, Helsinki (3) Norske Creditbank, Oslo (4) Svenska Handelsbanken, Stockholm	August 1975	233,941	307,515	87,179
J. Henry Schroder Banking Corp. (c)	Schroder Group, London	1978	16,474	48,430	42,980
Skandinaviska Enskilda Banken Corp.	Skandinaviska Enskilda Banken, Stockholm	May 16,1982	N.A.	N.A.	N.A.

Under New York State banking law, an investment company is similar to a state-chartered commercial bank subsidiary except for three major differences: (1) an investment company is not subject to the 10% lending limitation, while a commercial bank cannot lend to any one person an amount greater than 10% of its capital stock, surplus, and undivided profits; (2) an investment company has no restriction on investing in stocks of corporations, while banks cannot acquire the stock of any corporation; and (3) an investment company cannot accept deposits, but can only maintain credit balances incidental to the conduct of its lawful business.
(a)—Formerly Argentine Banking Corp. Acquired by Banco Espanol de Credito in June 1982.
(b)—Converted from Baer Credit Corp. in 1976.
(c)—In 1923 the original J. Henry Schroder Banking Corp. was established, and it merged into J. Henry Schroder Bank & Trust Co., New York, in 1978.
(d)—Data received directly from the company.

Source of Data: Federal Reserve Bank of New York.

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Representative Offices By State

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CALIFORNIA

Los Angeles

Banco di Roma, Rome
Bank of Nova Scotia, Toronto
Bank of Scotland, Edinburgh
Bank of Yokohama, Japan
Berliner Handels- und Frankfurter Bank, Frankfurt
Canadian Imperial Bank of Commerce, Toronto
Deutsche Bank, Germany
European-American Bank and Trust Company, New York
Export-Import Bank of Korea, Seoul
Kleinwort, Benson, Switzerland
Kredietbank, N.V., Brussels
Mercantile Bank of Canada, Montreal
Mitsui Trust and Banking Company, Ltd., Tokyo
National Bank of North America, New York
National Westminster Bank, Ltd., London
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Ltd., Edinburgh
Shizuoda Bank, Japan
State Bank of New South Wales, Sydney
Swiss Bank Corporaton, Basle
Toronto-Dominion Bank, Canada

San Francisco

Baer American Banking Corp., London
Bank Julius Baer, International, London
Banque de Paris et des Pays-Bas, Paris
Banque Paribas, France
Canadian Commercial Bank, Edmonton
Central Trust of China, Taipei
Credit Suisse, Zurich
Development Finance Corporation of New Zealand, Wellington
European-American Bank, New York
National Westminister Bank, United Kingdom
Pierson, Heldring & Pierson, N.V., Amsterdam
Royal Bank of Canada
Royal Trust Company, Montreal
Toronto-Dominion Bank, Canada
Swiss Bank Corporation
Union Bank of Switzerland, Zurich

COLORADO

Denver

Bank of Montreal
Canadian Imperial Bank of Commerce
Den norske Creditbank, Norway
Mercantile Bank of Canada
Royal Bank of Canada, Montreal
Toronto-Dominion Bank, Canada

CONNECTICUT

Hartford

Equator Bank, Ltd.

DISTRICT OF COLUMBIA

Banco do Brasil, S.A., Brasilia
Bank of Tokyo, Ltd.
Hongkong and Shanghai Banking Corp.
Japan Development Bank
Nacional Financiera, S.A., Mexico City
State Bank of India, Bombay

FLORIDA

Coral Gables

Bank of Tokyo, Ltd.

Miami

Banco Atlantico
Banco Internacional de Costa Rica S.A., Costa Rico
Bank Leumi le-Isreal B.M., Tel-Aviv
Credit Suisse, Zurich
Dresdner Bank, West Germany
Filanbanco Ecuador
Israel Discount Bank Limited, Tel-Aviv
Royal Bank of Canada

GEORGIA

Atlanta

Banco do Brasil, S.A., Brasilia
Bank of Tokyo, Ltd.
Credit Lyonnais, France
Credit Suisse, Zurich
Kredietbank, Brussels
Toronto-Dominion Bank, Canada

ILLINOIS

Chicago

Banco do Brasil, S.A., Brasilia
Bank of Ireland, Dublin
Bank of Montreal, Montreal
Bank of Nova Scotia, Toronto
Bank of Tokyo, Ltd.
Banque Paris et des Pay-Bas, France
Credit Suisse, Zurich
Credito Italiano, Milan
Deutsche Bank, Germany
Hokkaido Takushoku Bank, Ltd., Sapporo
Jugobanka, Belgrade
Kleinwort, Benson, Switzerland
Kyowa Bank, Ltd., Tokyo
Mitsui Bank, Ltd., Tokyo
National Bank of Canada
National Bank of North America, New York
Phillippine National Bank
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Ltd., Edinburgh
Saitama Bank, Ltd., Tokyo
Taiyo Kobe Bank, Ltd., Tokyo
Tokai Bank of California
Toronto Dominion Bank, Toronto

INDIANA

Gary

Stepanska Banka Skopje

MISSOURI

St. Louis

Kredietbank, N.V., Brussels

NEW YORK

New York

Akbank T.A.S., Ankara
Algemene Bank Nederland, N.V., Amsterdam
American Scandiavian Corp.
Andelsbanken A/S, Copenhagen
Arab African International Bank, Cairo
Austrian Landerbank, Vienna
Banca della Svizzera Italiana, Switzerland
Banca del Sempione
Banca Nazionale dell' Agricoltura
Banco Ambrosiano, Milan
Banco Auxiliar, S.A., Brazil
Banco Boliviano Americano
Banco Comercial del Norte, S.A. Argentina
Banco de Credit e Hipotecario
Banco de Credito del Peru; Lima
Banco de Galicia y Buenos Aires, Argentina
Banco de Italia y Rio de la Plata
Banco del Estado, Columbia
Banco de Santiago, Chile
Banco di Roma, Rome
Banco di Santo Spirito, Italy
Banco do Estado de Minas Gerais, Brazil
Banco Espanol de Credito, Madrid
Banco Exterior de Espana, Madrid
Banco Latino, Venezuela
Banco Hipotecario y de Fomento de Chile
Banco Mercantil y Agricola, C.A., Caracas
Banco Mexicano Somex
Banco Nacional de Obras y Servicios Publicos
Banco National de Descuento, Caracas
Banco Popolare di Milano, Milan
Banco Popolare di Novara
Banco Sud Americano, Chile
Bank Ekspor Impor Indonesia, Djakarta
Bank Handlowy W Warszawie, S.A., Poland
Bank Leu, Ltd., Zurich
Bk.of Credit & Commerce Intl. Ltd., Luxembourg
Bank Indonesia
Bank Negara Indonesia
Bank of Japan
Bank of Korea
Bank of N.T. Butterfield and Son
Bank of Pusan, Korea
Bank of the Western Hemisphere, British West Indies
Banque Arabe et Internationale d'Investissement, France
Banque Bruxelles Lambert, S.A., Brussels
Banque de la Societe Fin.Europeenne, Paris
Banque Internationale a Luxembourg, S.A.
Banque Sudameris, Paris
Bremer Holdings Limited, England
Baring Brothers & Company, Ltd., London
Bergen Bank, Norway
Berliner Handels-und Frankfurter Bank
British Bank of the Middle East, London
N. T. Butterfield & Son, London
Caisse Centrale des Banques Populaires, Paris
Caisse Nationale de Credit Agricole, France
Canadian Imperial Bank of Commerce
Cassa di Risparmio de Firenze, Florence
Cassa di Risparmio de Genova e Imperia
Cassa di Risparmio delle Prov. Lombarde, Milan
Cassa di Risparino di Torino, Turin
Cassa di Risp. di Verona Vicenza e Bulluno
Central Bank of Turkey
Central Trust of China, Taipei
Charterhouse Group International, Inc., London
Christiana Bank og Kreditcasse, Oslo
Comp. de Banque et d'Investissements, Lausanne
Comp. Financiere de la Mediterranee, SA, Paris
Country Bank, Ltd., London
Credit Agricole, Paris
Daegu Bank, Ltd., Korea
Dai-Ichi Securities Co.
Den Danske Bank, Copenhagen
Export-Import Bank of Korea, Seoul
Filanbanco Ecuador
First Curacao International Bank, N.V.
Genossenschaftliche Zentralbank, A.G., Stuttgart
Gerrard and National
Hambros Bank, Ltd., London
Hill Samuel, Inc., London
Hyakujushi Bank, Japan
Industrial Discount Discount Bank & Trust, St. Vincent, West Indies
Investiciona banka Titograd-Udrazena Banka, Yugoslavia
Japan Development Bank
Jugobanka, Belgrade
Kredietbank SA, Luxembourgeoise
Korea Development Bank, Seoul
Latin American Marketing Office, England
Libra Bank, Ltd., London
Lombard, Odier & Cie, Switzerland
Ljubljanska Banka, Yugoslavia
Merrill Lynch International Bank, Inc., London
Midland and International Banks, Ltd., London
Monte dei Paschi di Siena, Siena
Multibanco Comerex SA, Mexico
Nacional Financiera, S.A., Mexico City
National Bank of Greece, Athens
National Bank of Hungary
National Bank of Nigeria
National Bank of New Zealand
Nedbank Limited, Johannesburg
Nederlandsche Middenstandsbank, Amsterdam
North American Bank, Ltd., Israel
Okasan Securities Co.
Orion Bank, Ltd., London
Osakaya Securities Co.
Pierson, Heldring & Pierson NV, Netherlands
Privredna Banka Sarajevo, Yugoslavia
Rea Brothers, Ltd., London
Reserve Bank of Australia
Romanian Bank for Foreign Trade, Bucharest
Saudi European Bank, S.A., France
Saudi International Bank, Saudi Arabia
Scandinavian Bank, Ltd., London
Shizuoka Bank, Japan
Small and Medium Industry Bank
Societe Industrielle de Banque, Paris
Stepanska Banka Skopje
Sudameris Banking Group
T.C. Merkez Bankasi
Toronto-Dominion Bank, Canada
Trans-Arabian Investment Bank, Ltd., Bahrain
Udruzuna Beogrodska Banka, Belgrade
Ufficio Italiano dei Cambi, Italy
Ulster Investment Bank, Ltd., Ireland
Vereins-und Westbank AG, Hamburg
Vojvodjanska Banka-Udruzena Banka, Yugoslavia
Wako Securities Co.
Williams & Glyn's Bank, Ltd., London
Yamatane Securities Co.
Yapi ve Kredi Bankasi A.S., Ankara
T. C. Ziraat Bankasi, Ankara

OHIO

Cleveland

Bank of Nova Scotia, Toronto
Bayerische Vereinsbank, Munich
Lloyds Bank International

PENNSYLVANIA

Philadelphia

Charterhouse Japhet, North America
Royal Bank of Canada

Pittsburgh

Royal Bank of Canada, Montreal
Toronto Dominion Bank, Toronto

TEXAS

Dallas

Barclays Bank International
Banco do Brasil, S.A., Brasilia
Canadian Imperial Bk. of Commerce, Toronto
Mercantile Bank of Canada
Royal Bank of Canada, Montreal

Houston

Algemene Bank Nederland, Amsterdam
Australia and New Zealand Banking Corp.
Banca Nazionale del Lavoro, Rome
Banco do Brasil, S.A., Brasilia
Banco do Estado de Sao Paulo, S.A.
Banco di Roma, Rome
Bank of Montreal
Bank of New South Wales
Bank of Nova Scotia, Toronto
Bank of Scotland, Edinburgh
Bank of Seoul and Trust Co.
Bank of Tokyo, Ltd.
Banque de l'Indochine et de Suez, Paris
Barclays Bank International, Ltd., London
Bergen Bank
Canadian Imperial Bank of Commerce
Cho-Heung Bank, Ltd., Seoul
Clydesdale Bank, Ltd., London
Credit Lyonnais Southwest, Paris
Credito Italiano, Genoa
Credit Suisse, Zurich
Dai-Ichi Kangyo Bank, Ltd., Tokyo
Daiwa Bank, Ltd., Osaka
Den Norske Creditbank, Oslo
Dresdner Bank AG, Frankfurt
Fuji Bank, Ltd., Tokyo
Hokkaido Takushoku Bank, Ltd., Sapporo
Hongkong Bank International
Hongkong & Shanghai Banking Group
Industrial Bank of Japan, Tokyo
International Comm. Bank of China, Taipei
James Finlay Corp., Ltd., London
Korea Exchange Bank, Seoul
Lloyds Bank International, Ltd., London
Mitsubishi Bank, Ltd., Tokyo
Mitsui Bank, Ltd., Tokyo
National Bank of North America
National Westminster Bank, Ltd., London
Phillippine Commercial and Industrial Bank
Phillippine National Bank
Royal Bank of Canada, Montreal
Royal Bank of Scotland, Ltd., Edinburgh
Sanwa Bank, Ltd., Osaka
Societe Generale
Sumitomo Bank, Ltd., Osaka
Swiss Bank Corporation, Zurich
Taiyo Kobe Bank, Ltd., Kobe, Japan
Thai Farmers Bank
Tokai Bank
Toronto Dominion Bank, Toronto
Union Bank of Switzerland, Zurich

WASHINGTON

Seattle

Fuji Bank, Ltd., Tokyo

U.S. Offices of Foreign Banks: Grouped by Country and Parent (a)

(Dollar Figures in Thousands)

Home Country and parent (Parents listed alphabetically within country Parent's Assets on 12/31/81(b))	Name and location of U.S. offices (Arranged by size of C&I loans on 6/30/82)	June 1982 A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	C&I Loans Out.	Average Assets	Average Deposits+ Credit Bal. (t)	Ratio (c)	June 1981 A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	C&I Loans Out.	Average Assets	Average Deposits+ Credit Bal. (t)	Ratio (c)
ARGENTINA											
Banco de la Nacion Argentina, Buenos Aires..... 11,840	New York.....	B	165.5	1,152.4	556.2		B	247.8	1,404.3	553.0	
	San Francisco.....	A	56.0	174.7	4.6		A	59.9	154.3	2.0	
	Chicago.....	B	23.6	151.0	0.5		B	23.2	196.9	1.5	
	Miami.....	A	3.6	46.1	1.2		A	8.1	19.6	0.3	
		4	248.7	1,524.2	562.5	12.9 %	4	339.0	1,775.1	556.8	12.2 %
Banco de la Provincia de Buenos Aires..... 4,172	Los Angeles.....	A	119.5	281.8	126.0		A	48.2	332.3	46.9	
	New York.....	A	61.9	108.5	0.7		A	95.7	129.5	1.8	
	Miami.....	A	19.0	53.1	15.5		A	19.0	43.9	0.4	
		3	200.4	443.4	142.2	10.6%	3	162.9	505.7	49.1	7.6%
Banco Rio de la Plata, Buenos Aires..... 1,665	New York.....	A	43.3	163.4	2.6	9.8%	A	50.0	226.8	3.3	16.2%
AUSTRALIA											
Australia & New Zealand Banking Group, Melbourne..... 17,693	Chicago.....	B	44.7	120.1	0.0		-	----	----	----	
	Los Angeles.....	A	38.4	221.8	17.3		A	38.3	151.5	3.0	
	New York.....	B	16.1	193.1	59.8		B	7.4	300.1	254.4	
		3	99.2	535.0	77.1	3.0%	2	45.7	451.6	257.4	2.9%
Commercial Banking Co. of Sydney Ltd..... 6,663	New York.....	B	4.0	78.5	3.5	1.2%	B	2.0	80.9	44.0	1.3%
Commonwealth Trading Bank of Australia, Sydney..... 21,733	New York(d).....	B	32.5	254.0	50.5		A	40.8	316.4	27.4	
	Los Angeles.....	A	9.6	68.6	0.0		A	0.0	0.1	0.0	
		2	42.1	322.6	50.5	1.5%	2	40.8	316.5	27.4	3.4%
National Bank of Australasia Ltd., Melbourne..... 10,408	New York.....	B	33.0	202.8	14.5		B	0.8	185.5	20.1	
	Los Angeles.....	A	28.5	88.6	15.0		A	15.9	49.2	0.4	
	Chicago(f).....	B	----	----	----			----	----	----	
		2	61.5	291.4	29.5	2.8%	2	16.7	234.7	20.5	2.8%
State Bank of New South Wales, Sydney..... 2,753	New York(e).....	B	----	----	----		-	-----	-----	-----	
Westpac Banking Corp., Sydney..... 19,739	San Francisco.....	A	15.6	25.1	0.2		A	0.8	15.7	0.1	
	New York.....	B	2.3	139.4	84.2		B	0.0	111.4	39.9	
	Chicago(f).....	B	----	----	----		-	----	----	----	
		3	17.9	164.5	84.4	0.8%	2	0.8	127.1	40.0	0.6%
BAHRAIN											
Arab Banking Corp., Manama..... 4,778	New York.....	B	95.0	432.4	420.7	9.0%	-	-----	-----	-----	
Gulf International Bank, Manama..... 4,491	New York.....	B	0.0	43.5	37.7	1.0%	B	20.0	47.0	31.0	1.6%
BELGIUM											
Kredietbank International Group, Brussels..... 20,295	New York.....	B	37.3	358.3	50.2	1.8%	B	54.9	491.4	321.5	2.5%
BRAZIL											
Banco Auxilar, Sao Paulo..... 801(n)	New York.....	B	5.0	13.4	0.2	1.7%	-	-----	-----	-----	
Banco Bandeirantes, Sao Paulo..... 318(o)	New York(f).....	B	-----	-----	-----	---	-	-----	-----	-----	
Banco Brasileiro de Descontos, Sao Paulo..... 8,568	New York.....	B	0.0	10.5	0.0	0.1%	-	-----	-----	-----	
Banco de Credito Nacional, Sao Paulo..... 1,668	New York.....	B	52.4	110.8	18.6	6.6%	B	0.2	79.4	3.2	5.8%
Banco do Brasil, Brasilia..... 65,703	New York.....	B	147.5	654.4	434.6		B	147.0	1,347.9	1,181.7	
	San Francisco.....	A	30.3	941.5	41.9		A	54.6	868.7	5.1	
	Los Angeles.....	A	5.9	865.2	18.9		A	3.4	920.3	9.1	
	Miami.....	A	0.2	128.0	9.1		A	0.4	51.2	5.2	
		4	183.9	2,589.1	504.5	3.9%	4	205.4	3,188.0	1,201.0	5.9%
Banco do Commercio e Industria de Sao Paulo..... 1,060	New York.....	A	125.0	156.2	9.1	14.7%	A	124.5	257.8	19.7	23.6%
Banco de Estado de Sao Paulo..... 9,983	New York.....	A	211.6	265.1	12.6		A	45.7	157.9	18.7	
	Los Angeles.....	A	30.4	121.7	8.4		A	32.6	140.0	0.9	
	Miami.....	A	28.9	64.6	8.8		A	14.6	51.9	42.0	
	San Francisco.....	A	23.9	171.4	33.2		A	12.8	80.1	0.2	
		4	294.8	622.8	63.0	6.2%	4	105.7	429.9	61.8	4.5%
Banco do Estado do Rio de Janeiro..... 1,920	New York.....	B	27.5	30.2	0.0	1.6%	-	-----	-----	-----	
Banco Economico, Sao Paulo..... 1,709	New York.....	B	17.1	37.1	4.9	2.2%	B	5.4	25.6	4.7	2.1%
Banco Itau, Sao Paulo..... 5,776	New York.....	A	52.7	85.1	2.8	1.5%	A	37.0	54.7	1.6	1.2%
Banco Mercantil de Sao Paulo..... 2,431	New York.....	A	30.0	99.9	0.3	4.1%	A	36.8	80.1	14.4	8.0%
Banco Nacional, Belo Horizonte..... 3,555	New York.....	A	63.5	90.6	1.1		A	23.8	43.0	4.2	
	Miami(e).....	A	----	----	----		-	-----	-----	-----	
		1	63.5	90.6	1.1	2.5%	1	23.8	43.0	4.2	2.4%
Banco Noroesto do Estado de Sao Paulo..... 483	New York.....	B	0.0	25.4	10.9	5.3%	-	----	----	----	
Banco Real, Sao Paulo..... 5,537	New York.....	B	133.5	296.2	77.6		B	11.0	190.0	42.8	
	Miami.....	A	26.7	37.2	6.2		A	24.5	31.2	4.2	
	Los Angeles.....	A	4.4	111.8	11.0		A	7.5	183.0	1.1	
	Chicago.....	E	2.0	7.9	0.2		E	0.0	5.3	0.0	
	Washington, D.C.(f).....	B	----	----	----		-	----	----	----	
		4	166.6	453.1	95.0	8.2%	4	43.0	409.5	48.1	9.9%
Banco Safra, Sao Paulo..... 1,558	New York.....	B	14.3	168.2	153.6	10.8%	-	----	----	----	
Uniao de Bancos Brasileros, Rio de Janeiro..... 2,207	New York.....	A	4.7	45.5	1.5	2.1%	A	0.0	18.1	3.9	1.0%
CANADA											
Bank of British Columbia, Vancouver..... 2,383	San Francisco.....	A	30.0	112.3	59.8	4.7%	A	8.4	76.7	9.7	4.1%
Bank of Montreal..... 47,821	New York.....	B	1,365.2	3,941.0	1,422.5		B	1,279.5	3,818.6	533.5	
	San Francisco.....	A	1,279.1	1,979.1	0.0		A	914.8	1,268.1	0.0	
	San Francisco.....	C	16.1	59.9	26.6		C	16.1	72.7	37.9	
	New York.....	C	5.5	26.9	17.4		C	8.1	33.1	25.0	
		4	2,665.9	6,006.9	1,466.5	12.6%	4	2,218.5	5,192.5	596.4	13.9%

Home Country and parent (Parents listed alphabetically within country Parent's Assets on 12/31/81(b))	Name and location of U.S. offices (Arranged by size of C&I loans on 6/30/82)	June 1982 A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	C&I Loans Out.	Average Assets	Average Deposits+ Credit Bal. (t)	Ratio (c)	June 1981 A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	C&I Loans Out.	Average Assets	Average Deposits+ Credit Bal. (t)	Ratio (c)
Bank of Nova Scotia, Toronto..... 41,710	San Francisco.....	A	259.9	327.8	89.5		A	192.3	264.1	93.4	
	Atlanta.....	A	229.5	340.3	5.3		A	132.8	386.4	6.5	
	Boston.....	B	146.3	168.9	14.3		B	73.3	76.4	12.1	
	New York.....	A	115.3	602.6	46.3		A	134.3	1,130.0	555.3	
	San Juan, P.R.....	C	84.8	464.5	401.6		C	15.8	521.3	462.6	
	Portland, Ore.....	B	66.5	649.7	643.2		B	32.0	518.3	517.0	
	Virgin Islands.....	3B	12.4	285.7	262.7		3B	12.3	185.2	175.2	
	Miami.....	A	1.1	39.4	1.0		A	1.5	27.9	0.6	
	New York.....	C	0.0	4.7	2.5		C	2.4	4.7	2.5	
		11	915.8	2,883.6	1,466.4	6.9%	11	596.7	3,114.3	1,825.2	8.8%
Canadian Commercial & Industrial Bank, Edmonton..... 1,207	Los Angeles.....	A	162.1	271.6	0.0	22.5%	A	34.0	106.9	0.0	14.6%
Canadian Imperial Bank of Commerce, Toronto..... 50,209	New York.....	A	329.1	968.9	155.8		A	328.8	3,051.9	116.2	
	San Francisco.....	C	241.0	867.1	698.9		C	180.8	765.6	587.4	
	San Francisco.....	A	229.9	362.7	0.0		A	237.3	411.3	0.0	
	Seattle.....	B	195.6	275.7	108.0		B	474.8	576.3	135.8	
	New York.....	C	166.1	236.9	41.9		C	46.4	106.5	29.6	
	Atlanta.....	A	117.3	334.1	0.6		A	539.0	630.3	2.9	
	Chicago.....	B	89.4	128.7	0.9		B	24.9	20.3	0.0	
	Portland, Ore.....	B1	71.5	1,194.4	1,088.9		B1	61.4	1,254.7	1,243.1	
	Pittsburgh.....	B	67.9	69.0	1.1		B	24.2	13.0	0.0	
	Portland, Ore.....	B2	12.5	17.4	5.1		B2	9.7	13.8	4.1	
	Portland, Ore.....	B3	10.7	18.6	4.3		B3	6.8	12.3	3.7	
	Beaverton, Ore.....	B	3.6	15.2	3.2		B	2.9	12.1	3.4	
		12	1,534.6	4,488.7	2,108.7	8.9%	12	1,937.0	6,868.1	2,126.2	15.8%
National Bank of Canada, Montreal..... 14,695	New York.....	A	354.8	548.6	124.1	3.7%	A	214.3	797.7	319.2	5.9%
Royal Bank of Canada, Montreal..... 66,205	Portland, Ore.....	B	1,328.5	1,786.0	1,585.8		B	1,115.1	1,221.6	1,005.3	
	New York.....	A	318.2	1,280.9	85.9		A	297.7	3,985.9	112.7	
	New York.....	C	238.2	619.9	325.8		C	179.3	440.5	258.7	
	San Juan, P.R.....	B	181.5	401.3	329.8		B	193.3	428.3	389.4	
	San Francisco.....	A	130.4	1,265.2	1.0		A	242.7	274.9	1.5	
	Hato Rey, P.R.....	B	71.6	129.1	114.0		B	81.5	144.5	133.3	
	JFK, San Juan, P.R.....	B	43.8	46.7	13.2		B	37.3	41.7	34.2	
	Santurce, P.R.....	B	28.4	50.4	46.9		B	14.9	31.3	29.6	
	Mayaguez, P.R.....	B	17.1	26.9	25.9		B	26.7	48.2	46.2	
	Santurce, P.R.....	C	16.4	440.2	370.6		C	14.6	397.6	323.1	
	Miami.....	A	14.0	167.7	161.1		A	3.3	66.7	57.6	
	Guanica, P.R.....	B	2.0	5.8	5.4		B	1.5	6.9	6.2	
	Christiansted, V.I.	-	----	----	----		B	2.7	7.4	5.6	
		12	2,390.1	6,220.1	3,065.3	9.4%	13	2,210.6	7,095.5	2,403.4	13.9%
Toronto Dominion Bank..... 32,960	New York.....	B	651.4	1,764.1	487.5		B	669.2	2,260.1	699.5	
	Atlanta.....	A	466.9	1,044.2	3.1		A	433.5	785.7	0.1	
	San Francisco.....	A	151.3	668.3	20.0		A	85.1	398.2	0.0	
	San Francisco.....	C	38.7	158.1	138.2		C	40.3	170.4	146.7	
	New York.....	C	0.0	5.9	2.1		C	1.8	4.2	0.6	
		5	1,308.3	3,640.6	650.9	11.0%	5	1,229.9	3,618.6	846.9	13.9%
CAYMAN ISLANDS											
Bank of Cred & Comm Intl(Overseas) Ltd, Georgetown 3,195	Miami.....	A	0.0	9.7	9.6	0.3%	-	----	----	----	
CHILE											
Banco de Chile, Santiago..... 4,979	New York.....	B	0.0	5.6	0.0	0.1%	-	----	----	----	
CHINA											
Bank of China, Peking..... 49,801(n)	New York.....	B	3.9	65.4	19.1	0.1%	-	----	----	----	
COLOMBIA											
Banco Cafetero, Bogota..... 922(n)	New York.....	E	4.7	40.1	16.3	4.3%	-	----	----	----	
Banco Colpatria, Bogota..... 50(o)	Miami.....	A	13.2	19.5	16.9	39.0%	-	----	----	----	
Banco de Bogota..... 2,251	New York.....	A	72.9	159.5	106.2		A	62.2	144.7	0.7	
	New York.....	C	46.3	192.2	110.4		C	38.9	130.6	76.7	
	Miami.....	E	0.6	14.1	11.2		E	0.1	5.8	3.2	
		3	119.8	365.8	227.8	16.3%	3	101.2	231.1	80.6	17.3%
Banco de Colombia, Bogota..... 1,310(n)	Miami.....	C	9.4	95.8	73.2	7.3%	-	----	----	----	
DENMARK											
Aktivbanken, Vejle..... 566	Long Beach.....	C	11.2	47.8	40.2	8.4%	-	----	----	----	
Danske Provinsbank, Copenhagen..... 2,054	New York.....	B	6.1	52.9	47.6	2.6%	-	----	----	----	
Privatbanken, Copenhagen..... 4,794	New York.....	B	14.7	57.3	9.3	1.2%	B	2.4	116.4	36.0	2.3%
EGYPT											
Arab African International Bank, Cairo..... 2,994	New York.....	A	9.7	125.7	0.8	4.2%	A	0.0	1.7	0.0	0.1%
FRANCE											
Banque de l'Indochine et de Suez, Paris..... 24,683	Chicago.....	B	94.5	106.6	8.3		B	46.5	72.9	36.1	
	New York.....	B	22.1	382.4	23.4		B	103.2	605.4	188.8	
	Los Angeles.....	B	0.5	17.6	0.0		-	----	----	----	
		3	117.1	506.6	31.7	2.1%	2	149.7	678.3	224.9	3.3%
Banque de l'Union Europeenne, Paris..... 5,155	New York.....	B	51.6	77.7	1.5	1.5%	B	81.9	121.8	0.9	2.0%
Banque de Paris et des Pays-Bas, Paris..... 19,855	New York.....	B	331.6	519.3	205.5		B	232.6	427.7	49.4	
	Los Angeles.....	A	152.0	334.0	0.4		A	106.6	158.4	1.3	
	Houston.....	E	0.9	14.1	10.8		E	0.5	7.7	5.1	
	Chicago(f).....	B	----	----	----		-	----	----	----	
		3	484.5	867.4	216.7	4.4%	3	339.7	593.8	55.8	3.4%
Banque Francaise du Commerce Exterieur, Paris..... 15,288	New York.....	B	227.4	533.6	59.9		B	183.3	515.8	64.5	
	San Francisco.....	A	17.1	71.2	0.0		-	----	----	----	
		2	244.5	604.8	59.9	4.0%	1	183.3	515.8	64.5	3.4%
Banque Nationale de Paris..... 107,848	New York.....	B	529.2	971.9	405.1		B	291.5	1,844.5	535.3	
	San Francisco.....	A	276.4	730.6	158.3		A	137.0	473.2	10.7	
	San Francisco.....	C	255.0	960.4	830.5		C	183.6	806.5	693.5	
	Chicago.....	B	148.7	358.0	96.1		B	124.9	258.5	48.7	
	Los Angeles.....	A	96.3	90.4	0.0		A	68.1	60.8	0.0	
	New York.....	I	323.4	1,061.4	284.2		I	N.A.			
		5	1,629.0	4,172.7	1,774.2	3.9%	5	805.1	3,443.5	1,288.2	3.2%

Home Country and parent (Parents listed alphabetically within country Parent's Assets on 12/31/81(b))	Name and location of U.S. offices (Arranged by size of C&I loans on 6/30/82)	June 1982: A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	June 1982: C&I Loans Out.	June 1982: Average Assets	June 1982: Average Deposits+ Credit Bal. (t)	June 1982: Ratio (c)	June 1981: A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	June 1981: C&I Loans Out.	June 1981: Average Assets	June 1981: Average Deposits+ Credit Bal. (t)	June 1981: Ratio (c)
Banque Sudameris, Paris 3,581	Miami	A	0.0	2.0	1.0	0.1%	-	----	----	----	
Banque Worms, Paris 5,045	New York	B	11.7	30.7	0.5	0.6%	B	0.0	8.1	0.0	0.2%
Credit Agricole Mutuel, Paris 98,815	Chicago	B	89.1	432.1	106.0	0.4%	B	114.1	723.2	263.3	0.7%
Credit Commerciale de France, Paris 15,031	New York	B	152.0	313.1	115.7	2.1%	B	95.2	195.7	82.1	1.3%
Credit Industrial et Commerciel, Paris 10,543	New York	B	277.0	1,596.5	71.4	15.1%	B	97.0	1,634.6	430.2	16.3%
Credit Lyonnais, Paris 94,700	New York	B	797.4	1,956.5	1,007.8		B	661.1	2,649.6	1,688.0	
	Chicago	B	134.5	251.4	27.0		B	194.3	289.4	3.5	
	Los Angeles	A	128.6	415.4	0.3		A	143.5	245.7	0.7	
	San Francisco	A	47.5	60.5	0.1		A	71.4	67.3	0.0	
	Miami	A	21.5	22.5	0.1		-	----	----	----	
	Atlanta(g)	A	-----	-----	-----		-	----	----	----	
		6	1,129.5	2,706.3	1,035.3	2.9%	4	1,070.3	3,252.0	1,692.2	3.3%
Societe Generale, Paris(u) 88,085	New York	B	366.5	1,259.9	269.4		B	555.8	1,945.8	643.0	
	Chicago	B	67.5	53.8	0.0		-	----	----	----	
	Los Angeles(h)	B	38.2	54.0	0.0		A	3.0	6.1	0.0	
		3	472.2	1,367.7	269.4	1.6%	2	558.8	1,951.9	643.0	2.2%
Union de Banques Arabes et Francaises, Neuilly 5,908	New York	C	183.2	1,163.2	854.1	19.7%	C	131.7	1,088.2	803.2	21.8%
GERMANY											
Bank fuer Gemeinwirtschaft, Frankfurt 25,663	New York	B	8.3	224.9	191.2	0.9%	B	5.0	62.2	44.6	0.2%
Bayerische Hypotheken-und Wechsel-Bank, Munich 33,836	New York	B	110.9	221.5	106.3	0.6%	B	61.6	282.3	128.0	0.7%
Bayerische Landesbank Girozentrale, Munich 39,966	New York	B	51.8	127.0	19.8	0.3%	-	----	----	----	
Bayerische Vereinsbank, Munich (Also known as Union Bank of Bavaria) 43,837	Chicago	B	102.7	193.2	84.1		B	169.4	241.5	6.4	
	Los Angeles	A	102.3	284.3	0.0		A	87.8	91.1	0.4	
	Atlanta	A	94.3	129.0	34.7		A	88.4	65.6	0.0	
	New York	B	70.2	242.9	45.8		B	158.7	340.0	102.6	
		4	369.5	849.4	164.6	1.9%	4	504.3	738.2	109.4	1.1%
Berliner Handels und-Frankfurter Bank, Frankfurt 9,233	New York	B	38.1	123.3	39.9	1.3%	B	115.1	254.7	85.1	2.5%
Commerzbank, Duesseldorf 45,178	New York	B	356.2	1,282.5	901.4		B	618.9	1,570.8	542.4	
	Chicago	B	237.4	309.6	79.2		B	144.3	308.9	14.9	
	Atlanta	A	61.5	62.7	0.0		A	54.6	49.8	0.0	
		3	655.1	1,654.8	980.6	3.7%	3	817.8	1,929.5	557.3	3.8%
Deutsche Bank, Frankfurt 85,034	New York	B	206.1	1,227.2	694.1	1.4%	B	248.5	1,067.1	235.3	1.2%
Deutsche Genossenschaftsbank, Frankfurt 28,764	New York	B	101.7	266.1	60.7		B	69.0	354.3	210.7	
	Los Angeles	A	45.1	87.9	0.0		A	49.6	101.6	0.0	
		2	146.8	354.0	60.7	1.2%	2	118.6	455.9	210.7	1.4%
Deutsch Sudamerikanische Bank, Hamburg 2,429(o)	Miami	A	0.0	63.8	56.7	2.6%	-	----	----	----	
Dresdner Bank, Frankfurt 58,472	New York	B	301.4	768.1	298.0		B	521.5	3,730.8	3,090.8	
	Chicago	B	141.2	150.3	26.6		B	132.0	156.9	33.7	
	Los Angeles	A	127.9	211.6	1.8		A	121.7	232.6	3.8	
		3	570.5	1,130.0	326.4	1.9%	3	775.2	4,120.3	3,128.3	6.6%
Hessiche Landesbank Girozentrale, Frankfurt 23,257	New York	B	0.0	107.2	17.2	0.5%	B	0.0	74.3	0.0	0.3%
Westdeutsche Landesbank Girozentrale, Duesseldorf 55,274	New York	B	438.4	1,169.6	563.8	2.1%	B	327.8	1,033.9	443.8	1.8%
GREECE											
National Bank of Greece, Athens 15,096	New York	C	60.9	425.2	373.5		C	56.5	444.8	388.4	
	Chicago	B	10.5	36.6	29.2		B	10.5	30.5	23.3	
	Boston	B	4.8	20.3	16.4		B	3.6	16.4	13.8	
		3	76.2	482.1	419.1	3.2%	3	70.6	491.7	425.5	3.3%
HONG KONG											
Chekiang First Bank Ltd., Victoria 399(n)	San Francisco	A	5.6	46.5	34.0	11.7%	A	1.3	38.2	26.1	11.0%
Dah Sing Bank Ltd., Hong Kong 120(o)	San Francisco	A	9.5	21.6	16.2	18.0%	A	3.6	27.4	25.6	...
Hongkong & Shanghai Banking Corp., Hong Kong(v) 52,347	Buffalo, N.Y.	C	5,553.7	19,008.3	15,075.6		C	4,909.1	17,905.2	14,179.2	
	New York	2B	131.3	514.0	312.5		B	85.4	890.5	677.6	
	San Francisco	A	45.1	152.1	144.8		A	37.2	93.9	81.8	
	Seattle	B	26.0	31.5	11.1		B	9.4	15.2	5.3	
	Los Angeles	A	19.1	44.5	19.9		A	17.4	27.8	10.0	
	Miami	E	10.2	47.4	37.5		E	10.9	77.2	41.9	
	Agana, Guam	A	7.3	11.0	9.7		A	6.8	8.6	7.4	
	Chicago	B	6.7	11.2	4.0		B	5.3	12.1	3.0	
	Portland, Ore	B	0.2	7.9	6.5		B	0.4	1.8	0.8	
	Houston	E	0.0	0.2	0.1		-	----	----	----	
		11	5,789.4	19,780.7	15,584.2	37.8%	9	5,071.0	18,955.1	14,965.2	40.8%
Hong Kong Metro Bank Ltd 375	San Francisco	A	2.6	12.1	0.6	3.2%	-	----	----	----	
Ka Wah Bank Ltd., Victoria 337(n)	Los Angeles	B	0.0	5.7	3.1	1.7%	-	----	----	----	
Liu Chong Hing Bank, Hong Kong 539(n)	San Francisco	A	4.3	96.8	92.2	18.0%	A	15.0	70.1	57.7	1.3%
Overseas Trust Bank Ltd., Hong Kong 1,166(m)	San Francisco	B	6.8	27.1	6.2	2.3%	B	1.7	14.9	6.3	2.3%
Shanghai Commercial Bank Ltd., Hong Kong 1,265	San Francisco	A	12.2	89.7	87.1	7.1%	A	8.1	68.6	66.4	5.9%
INDIA											
Bank of Baroda, Bombay 4,323	New York	B	1.4	13.9	1.6	0.3%	B	0.7	34.2	8.1	0.8%
Bank of India, Bombay 4,868	New York	B	24.6	33.3	11.4		B	12.6	24.5	10.0	
	San Francisco	A	23.9	49.5	24.9		A	11.8	50.3	48.0	
		2	48.5	82.8	36.3	1.7%	2	24.4	74.8	58.0	1.6%
State Bank of India, Bombay 1,997	New York	3B	23.4	79.9	30.9		B	21.8	85.5	39.3	
	Chicago	B	13.3	20.7	10.9		B	16.5	23.9	8.8	
	Los Angeles	A	5.4	59.1	0.1		A	1.4	21.7	4.0	
		5	42.1	159.7	41.9	8.0%	3	39.7	131.1	52.1	0.7%

Home Country and parent (Parents listed alphabetically within country Parent's Assets on 12/31/81(b))	Name and location of U.S. offices (Arranged by size of C&I loans on 6/30/82)	June 1982: A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	June 1982: C&I Loans Out.	June 1982: Average Assets	June 1982: Average Deposits+ Credit Bal. (t)	June 1982: Ratio (c)	June 1981: A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	June 1981: C&I Loans Out.	June 1981: Average Assets	June 1981: Average Deposits+ Credit Bal. (t)	June 1981: Ratio (c)
IRAN											
Bank Melli Iran, Tehran	New York	A	0.2	30.1	23.4		A	0.2	89.5	41.7	
20,701	San Francisco	A	0.0	13.4	0.1		A	0.3	32.3	0.1	
		2	0.2	43.5	23.5	0.2%	2	0.5	121.8	41.8	0.6%
Bank Saderat Iran, Tehran	Los Angeles	A	0.8	5.7	0.1		A	0.8	17.2	1.6	
8,867	New York	A	0.0	4.0	0.1		A	0.0	11.8	0.3	
		2	0.8	9.7	0.2	0.1%	2	0.8	29.0	1.9	0.3%
Bank Sepah, Tehran	New York	A	0.0	0.9	0.6	0.0%	A	0.0	21.6	0.6	0.4%
3,524(p)											
Bank Tejarat, Tehran	New York	A	7.2	8.0	0.8	1.7%	A	7.2	8.0	0.8	0.1%
469(q)											
IRELAND											
Allied Irish Banks Ltd., Dublin	New York	B	16.6	87.8	57.7		B	31.5	87.8	55.3	
7,346	Chicago	B	4.4	11.6	0.3		B	13.3	14.2	0.5	
		2	21.0	99.4	58.0	1.4%	2	44.8	102.0	55.8	1.3%
Bank of Ireland, Dublin	New York	B	27.9	129.3	101.1	1.8%	B	35.2	130.8	61.1	1.7%
7,300											
ISRAEL											
Bank Hapoalim, Tel-Aviv	New York	B	326.1	553.9	276.1		B	318.5	459.6	101.4	
18,900	Philadelphia	B	70.0	111.8	74.6		B	66.8	87.5	45.8	
	Boston	B	61.7	82.4	16.0		B	60.6	72.4	13.9	
	Los Angeles(d)	B	55.3	134.6	42.2		A	60.8	80.0	11.0	
	Chicago	B	50.4	87.4	16.0		B	40.4	76.4	5.5	
	Miami Beach	A	1.9	6.7	1.2		A	0.0	0.4	0.0	
	New York	3B	0.0	0.0	0.0		3B	0.0	7.0	6.7	
		9	565.4	976.8	426.1	5.2%	9	547.1	783.2	184.2	5.0%
Bank Leumi le-Israel, Tel-Aviv	New York	C	710.4	2,291.2	2,046.2		C	411.4	2,129.7	1,907.6	
20,950	Philadelphia	B	77.5	106.0	81.0		B	63.1	82.8	60.5	
	Chicago	B	52.3	103.7	80.8		B	48.2	83.8	66.4	
	Beverly Hills(1)	B	18.4	108.9	40.9		A	19.8	60.0	7.9	
	Miami Beach	A	11.0	37.1	36.3		A	7.3	8.5	6.5	
	New York	A	0.0	1.4	0.0		A	0.0	0.9	0.0	
		6	869.6	2,648.3	2,285.2	12.6%	6	549.8	2,365.7	2,048.9	13.8%
Israel Discount Bank, Tel-Aviv	New York	C	338.8	2,724.1	2,480.5		C	320.2	2,023.0	1,855.8	
10,591	Miami Beach	A	6.6	29.0	24.8		A	0.1	6.5	4.6	
	New York	B	0.3	18.4	0.0		B	0.5	16.7	0.1	
		3	345.7	2,771.5	2,505.3	26.2%	3	320.8	2,046.2	1,860.5	25.3%
United Mizrahi Bank Ltd., Tel-Aviv	New York	C	74.1	319.5	239.1		C	67.1	179.2	139.1	
3,333	Los Angeles	B	18.1	41.7	23.1		-	----	----	----	
	New York	A	12.9	14.8	0.0		A	34.5	35.7	0.0	
		3	105.1	376.0	262.2	11.3%	2	101.6	214.9	139.1	8.3%
ITALY											
Banca Commerciale Italiana, Milan	New York	B	268.5	1,780.1	1,359.5		B	184.6	1,166.2	143.1	
38,988	Garden City, N.Y.	C	219.1	1,045.6	857.9		-	----	----	----	
	Chicago	B	143.2	459.8	181.7		B	62.0	433.9	15.5	
	Los Angeles	A	117.5	218.2	13.2		A	69.3	571.9	2.5	
		4	748.3	3,503.7	2,412.3	9.0%	3	315.9	2,172.0	161.1	5.4%
Banca Nazionale dell Agricoltura, Rome	New York	B	101.9	758.2	490.9	5.5%	B	25.0	253.0	84.1	1.7%
13,899											
Banca Nazionale del Lavoro, Rome	New York	B	646.1	1,489.9	1,219.5		B	569.8	1,051.3	174.3	
44,082	Los Angeles	A	50.6	136.2	31.6		A	41.9	91.9	0.5	
	Chicago	B	39.5	522.4	234.9		-	----	----	----	
	Miami	A	0.1	19.0	17.2		-	----	----	----	
	Atlanta	A	0.0	13.1	0.0		-	----	----	----	
		5	736.3	2,180.6	1,503.2	4.9%	2	611.8	1,143.3	174.8	2.4%
Banco di Napoli, Naples	New York	B	201.3	504.7	196.5	2.7%	B	134.1	746.9	291.9	3.9%
18,622											
Banco di Roma, Rome	New York	B	455.2	1,880.0	1,500.0		B	268.8	1,315.0	85.0	
27,984	Chicago	B	124.6	582.1	248.9		B	104.7	393.6	0.0	
	San Francisco	A	84.3	521.1	49.0		A	64.8	491.8	0.7	
	Chicago	C	48.7	164.0	97.5		C	49.8	124.6	85.3	
		4	712.8	3,147.2	1,895.4	11.2%	4	488.0	2,325.0	171.0	8.1%
Banco di Sicilia, Palermo	New York	B	85.2	436.7	39.4	3.1%	B	85.2	495.0	86.0	3.3%
13,909											
Credito Italiano, Milan	New York	B	179.4	928.6	587.6		B	259.9	1,273.3	317.4	
29,870	Los Angeles	A	55.5	169.4	36.5		A	58.7	351.2	0.4	
		2	234.9	1,098.0	624.1	3.7%	2	318.6	1,624.5	317.8	5.2%
Istituto Bancario San Paulo di Tornio, Turin	New York	A	215.2	401.0	79.7	1.4%	A	116.5	182.7	0.7	0.6%
29,083											
JAPAN											
Bank of Tokyo Ltd	New York	C	1,860.7	4,060.3	3,297.0		C	1,607.0	3,939.9	3,254.5	
56,221	New York	A	1,781.2	5,395.4	1,423.3		A	1,022.4	4,960.4	806.7	
	San Francisco	C	1,172.4	3,798.4	3,312.5		C	850.6	3,751.3	3,283.7	
	Los Angeles	A	299.9	743.5	0.3		A	233.3	583.8	1.4	
	Seattle	B	293.5	299.9	129.6		B	289.2	316.3	118.7	
	Portland, Ore	B	117.9	1,580.6	1,499.5		B	176.7	1,419.1	1,367.5	
	San Francisco	A	76.9	2,605.9	0.1		A	80.0	3,077.1	21.0	
	Honolulu	A	23.3	24.1	0.1		A	14.2	16.3	0.1	
	Houston	E	4.1	6.5	2.2		E	2.1	7.8	2.2	
		9	5,629.9	18,514.6	9,664.6	32.9%	9	4,275.5	18,072.0	8,855.8	36.4%
Bank of Yokohama	New York	B	328.9	759.0	488.3	3.9%	B	253.7	622.9	239.6	3.4%
19,691											
Chuo Trust & Banking Co., Ltd., Tokyo	New York	A	194.8	337.1	118.5	2.8%	A	117.1	237.1	4.3	1.8%
12,167											
Dai-Ichi Kangyo Bank Ltd., Tokyo	New York	B	1,957.3	5,899.7	3,331.1		B	2,134.1	4,135.5	1,555.7	
85,578	Los Angeles	A	448.8	1,523.5	361.6		A	570.5	1,103.1	1.8	
	Chicago	B	113.2	225.8	151.8		-	----	----	----	
	Los Angeles	C	54.6	106.9	80.4		-	----	----	----	
		4	2,573.9	7,755.9	3,924.9	9.1%	2	2,704.6	5,238.6	1,577.4	6.6%
Daiwa Bank, Ltd., Osaka	Los Angeles	A	399.6	612.5	47.2		A	278.9	489.1	4.5	
36,957	New York(l)	B	293.7	1,375.1	465.7		A	314.5	847.9	100.6	
	New York	C	106.7	1,123.1	986.3		C	70.1	864.6	748.2	
		3	800.0	3,110.7	1,499.2	8.4%	3	663.5	2,201.6	853.3	5.8%

Home Country and parent (Parents listed alphabetically within country Parent's Assets on 12/31/81(b))	Name and location of U.S. offices (Arranged by size of C&I loans on 6/30/82)	June 1982 A=Agency B=Branch C=Comml E=Edge I=NY Invest.	Bk	C&I Loans Out.	Average Assets	Average Deposits+ Credit Bal. (t)	Ratio (c)	June 1981 A=Agency B=Branch C=Comml E=Edge I=NY Invest.	Bk	C&I Loans Out.	Average Assets	Average Deposits+ Credit Bal. (t)	Ratio (c)
Fuji Bank, Ltd., Tokyo 76,717	New York	A		1,896.4	5,172.8	2,648.0		A		1,321.9	3,450.0	858.6	
	Los Angeles	A		509.3	1,818.0	125.1		A		349.6	1,695.1	8.9	
	New York	C		251.3	1,605.0	1,397.0		C		229.8	1,313.9	1,107.7	
	Chicago	B		163.5	708.1	131.1		B		115.9	461.1	190.3	
		4		2,820.5	9,303.9	4,301.2	12.1%	4		2,017.2	6,920.1	2,165.5	9.8%
Hokkaido Takushoku Bank Ltd., Sapporo 19,687	New York	B		215.5	785.8	205.0		B		231.8	974.2	137.3	
	Seattle	B		89.2	123.0	0.8		B		74.8	106.9	4.1	
	Los Angeles	A		50.3	309.2	1.6		A		49.1	537.3	0.6	
		3		355.0	1,218.0	207.4	6.2%	3		355.7	1,618.5	142.2	8.1%
Hokuriku Bank Ltd., Toyama 11,469	New York	B		143.4	287.6	105.6	2.5%	B		45.9	67.9	3.6	0.6%
Industrial Bank of Japan, Ltd., Tokyo 58,118	Los Angeles	A		736.8	1,350.8	361.4		A		575.6	1,600.0	5.5	
	New York	A		721.6	2,326.5	1,542.3		A		548.4	1,779.2	221.2	
	New York	C		228.9	1,361.1	1,112.9		C		190.0	1,027.3	878.1	
		3		1,687.3	5,038.4	3,016.6	8.7%	3		1,314.0	4,406.5	1,104.8	8.0%
Kyowa Bank Ltd., Tokyo 30,361	New York	B		372.3	985.9	489.8		B		366.9	887.6	105.5	
	Los Angeles	A		218.6	412.1	0.0		A		155.4	417.7	0.0	
	Los Angeles	C		32.1	63.5	51.7		C		18.7	53.8	43.5	
		3		623.0	1,461.5	541.5	4.8%	3		541.0	1,359.1	149.0	4.3%
Long-Term Credit Bank of Japan, Ltd., Tokyo 46,283	New York	B		553.1	2,871.9	1,287.1		B		490.9	2,245.2	1,248.8	
	Los Angeles	A		245.0	834.8	23.8		A		192.4	590.3	1.0	
		2		798.1	3,706.7	1,310.9	8.0%	2		683.4	2,835.5	1,249.8	6.5%
Mitsubishi Bank Ltd., Tokyo 76,066	New York	B		770.2	6,029.8	3,131.1		B		948.9	4,191.3	2,067.6	
	Los Angeles	A		343.8	2,225.5	49.9		A		446.2	2,503.7	0.0	
	Los Angeles	C		113.9	478.2	404.8		C		89.5	483.1	431.8	
	Chicago	B		78.5	1,120.9	185.0		B		64.2	716.0	65.8	
		4		1,306.4	9,854.4	3,770.8	13.0%	4		1,548.8	7,894.1	2,565.2	11.3%
Mitsubishi Trust & Banking Corp., Tokyo 41,404	New York	B		391.6	1,455.8	481.0		B		92.8	824.7	323.4	
	Los Angeles	A		128.7	764.5	76.1		A		103.6	373.2	0.1	
		2		520.3	2,220.3	557.1	5.4%	2		196.4	1,197.9	323.5	2.9%
Mitsui Bank Ltd., Tokyo 54,121	New York	B		1,426.0	2,900.5	917.3		B		1,360.5	2,442.1	597.9	
	Los Angeles	C		504.0	1,556.2	1,364.3		C		489.0	1,309.9	1,325.3	
	Los Angeles	A		355.0	592.6	50.8		A		307.6	692.3	0.1	
	Seattle	B		140.5	304.1	51.0		B		179.0	276.3	29.0	
		4		2,425.5	5,353.4	2,383.4	9.9%	4		2,336.1	4,720.6	1,952.3	9.7%
Mitsui Trust & Banking Co. Ltd., Tokyo 36,471	New York	B		325.0	2,335.4	1,288.9	6.4%	B		446.8	2,141.1	984.1	5.7%
Nippon Credit Bank Ltd., Tokyo 28,746	New York	B		500.4	1,350.9	669.4		B		350.1	1,065.0	379.0	
	Los Angeles	A		99.9	523.3	123.4		A		54.9	475.0	0.1	
		2		600.3	1,874.2	792.8	6.5%	2		405.0	1,540.0	379.1	5.5%
Saitama Bank Ltd., Urawa 24,715	New York	B		237.6	1,359.5	699.9		B		230.5	871.9	192.9	
	Los Angeles	A		136.7	322.7	65.2		A		94.6	210.6	0.6	
		2		374.3	1,682.2	765.1	6.8%	2		324.1	1,082.5	193.4	4.5%
Sanwa Bank Ltd., Osaka 67,356	New York	B		755.7	3,018.9	1,746.1		B		699.2	2,796.6	1,151.8	
	San Francisco	A		357.4	1,565.8	44.2		A		317.0	1,465.7	0.2	
	San Francisco	C		242.1	874.8	741.8		C		229.4	766.4	645.8	
	Chicago	B		127.5	411.7	39.0		B		77.2	269.6	22.1	
		4		1,482.7	5,871.2	2,571.1	8.7%	4		1,322.8	5,298.3	1,819.9	8.2%
Sumitomo Bank Ltd., Osaka 79,367	New York	B		818.9	2,042.5	914.7		B		776.6	2,340.2	1,383.2	
	San Francisco	C		642.4	2,185.0	1,905.5		C		532.7	2,073.1	1,827.9	
	San Francisco	A		234.9	1,041.2	0.0		A		167.0	916.3	0.0	
	Chicago	B		195.9	442.8	55.0		B		227.3	279.4	23.9	
	Seattle	B		96.2	148.0	2.8		B		119.4	132.1	4.1	
		5		1,988.3	5,859.5	2,878.0	7.4%	5		1,823.0	5,741.1	3,239.1	8.4%
Sumitomo Trust & Banking Co. Ltd., Osaka 36,872	New York	B		464.2	1,250.9	288.0		B		423.3	1,270.7	247.6	
	Los Angeles	A		128.3	378.6	57.8		A		42.7	224.8	0.4	
		2		592.5	1,629.5	345.8	4.4%	2		466.0	1,495.5	248.0	3.9%
Taiyo Kobe Bank Ltd., Kobe 44,587	New York	B		874.5	2,290.0	1,171.1		B		555.2	1,603.0	567.2	
	Los Angeles	A		159.5	377.2	1.0		A		148.7	850.1	1.5	
	Seattle	B		123.8	219.7	8.4		B		171.0	210.7	8.9	
		3		1,157.8	2,886.9	1,180.5	6.5%	3		874.9	2,663.8	577.6	6.2%
Tokai Bank Ltd., Nagoya 52,535	New York	B		380.4	4,357.4	1,531.1		B		369.8	2,580.3	771.8	
	Los Angeles	A		117.1	1,766.1	54.6		A		258.3	1,553.1	0.1	
	Los Angeles	C		95.6	377.6	315.7		C		43.4	159.2	139.5	
	Chicago	B		74.1	105.3	4.7		B		67.5	78.1	2.9	
		4		667.2	6,606.4	1,901.1	12.6%	4		739.0	4,370.7	914.3	9.3%
Toyo Trust & Banking Co. Ltd., Tokyo 21,995	New York	B		132.7	705.4	295.0		B		149.9	677.1	224.2	
	Los Angeles	A		91.9	382.2	0.1		A		50.9	296.0	0.2	
		2		224.6	1,087.6	295.1	4.9%	2		200.8	973.0	224.3	4.0%
Yasuda Trust & Banking Co. Ltd., Tokyo 27,897	New York	B		380.5	886.4	145.4		B		373.4	761.3	234.5	
	Los Angeles	A		49.0	825.3	5.7		A		29.6	288.9	1.1	
		2		429.5	1,711.7	151.1	6.1%	2		403.0	1,050.2	235.5	3.6%
KOREA													
Bank of Seoul & Trust Co 8,816	New York	A		217.5	274.0	1.3		A		55.9	86.8	3.3	
	Los Angeles	A		15.8	79.8	0.2		A		45.2	83.3	0.2	
		2		233.3	353.8	1.5	4.0%	2		101.1	170.2	3.5	2.8%
Cho-Heung Bank Ltd., Seoul 5,007	New York	A		60.6	65.6	28.4		A		49.8	55.0	5.3	
	San Francisco	A		39.0	96.5	0.2		A		30.5	118.5	0.1	
		2		99.6	162.1	28.6	3.2%	2		80.3	173.5	5.4	4.4%
Commercial Bank of Korea Ltd., Seoul 5,827	Los Angeles	A		137.5	199.9	0.3		A		55.2	68.5	0.3	
	New York	A		101.3	131.0	46.4		A		65.3	69.2	7.8	
	Chicago	B		17.9	21.9	2.0		-		----	----	----	
		3		256.7	352.8	48.7	6.1%	2		120.5	137.7	8.1	3.0%
Hanil Bank, Ltd., Seoul 5,561	Los Angeles	A		83.2	158.0	0.8		A		73.5	108.3	0.7	
	New York	A		55.2	61.3	4.3		A		60.2	89.9	7.9	
		2		138.4	219.3	5.1	3.9%	2		133.7	198.1	8.6	4.6%

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Korea Exchange Bank, Seoul 10,393	New York	B	214.3	374.5	27.8		B	131.0	604.5	17.3	
	Los Angeles	A	85.4	134.9	0.7		A	92.3	134.8	1.0	
	Chicago	B	62.7	79.5	6.4		B	73.3	91.1	5.5	
	Los Angeles	C	43.7	105.0	90.3		C	40.1	95.1	81.7	
	Seattle	B	22.1	18.0	0.1		-	----	----	----	
		5	428.2	711.9	125.3	6.8%	4	336.7	925.5	105.5	10.8%
Korea First Bank, Seoul 5,583	New York	A	69.1	178.5	47.0		A	48.6	50.5	3.6	
	Los Angeles	A	29.6	99.8	0.1		A	45.8	119.3	0.1	
	Chicago	B	25.3	28.6	2.0		B	30.2	30.5	1.2	
		3	124.0	306.9	49.1	5.5%	3	124.6	200.3	4.9	2.9%
MALAYSIA											
Bank Bumiputra Malaysia Berhad, Kuala Lumpur 5,911	New York	B	6.3	107.9	1.2		B	22.5	56.6	5.6	
	Los Angeles	A	0.0	85.6	0.3		A	3.4	26.8	0.2	
		2	6.3	193.5	1.5	3.3%	2	25.9	83.4	5.8	1.9%
MEXICO											
Banca Serfin, Mexico City 7,335	Los Angeles	A	129.1	216.8	69.1		A	126.7	219.6	3.8	
	New York	A	26.2	4.2	35.5		A	62.2	114.7	0.0	
		2	155.3	221.0	104.6	3.0%	2	188.9	334.3	3.8	6.2%
Banco Internacional, Mexico City 3,109	New York	A	52.8	106.9	51.5	3.4%	A	10.6	37.0	0.0	3.4%
Bancomer, Mexico City 18,563	New York	A	526.8	900.4	257.6		A	165.2	299.9	13.6	
	Los Angeles	A	161.0	372.6	92.0		A	153.1	248.4	0.0	
	La Mesa, Calif	C	37.0	153.1	131.5		-	----	----	----	
		3	724.8	1,426.1	481.1	7.7%	3	318.3	548.3	13.6	3.8%
Banco Mexicano Somex, Mexico City 7,328	New York(j)	A	0.0	1.3	0.0	0.0%	-	----	----	----	
Banco Nacional de Mexico, Mexico City 17,089	New York	A	215.7	657.6	1.6		A	139.2	383.8	2.8	
	Los Angeles	C	80.7	307.2	270.5		C	27.9	133.1	107.4	
	Los Angeles	A	51.8	136.0	15.1		A	92.5	157.8	30.8	
		3	348.2	1,100.8	287.2	6.4%	3	259.6	674.7	141.0	5.2%
Multibanco Comermex, Chihuahua 5,822	New York	A	136.3	180.6	3.8		A	52.5	3.1	1.2	
	Los Angeles	A	114.6	233.4	67.4		A	194.9	278.0	21.8	
		2	250.9	414.0	71.2	7.1%	2	247.4	281.1	23.0	5.8%
NETHERLANDS											
Algemene Bank Nederland, Amsterdam 49,941	New York	2B	349.4	1,679.2	1,032.1		B	468.5	2,158.2	1,572.0	
	Chicago	C	280.6	1,256.5	856.0		C	246.5	1,095.2	759.7	
	Atlanta	A	192.0	186.1	0.3		A	138.0	159.4	1.7	
	Chicago	B	94.8	115.1	2.1		B	79.3	86.2	2.9	
	Los Angeles	A	75.5	83.9	1.0		A	48.5	64.9	2.1	
	San Francisco	A	67.3	88.8	2.1		A	72.0	101.4	1.7	
	Pittsburgh	B	45.4	48.1	0.7		B	46.2	50.7	3.0	
	Miami	A	3.7	5.6	3.8		-	----	----	----	
	Chicago	E	0.0	5.3	0.0		E	0.0	0.0	0.0	
		10	1,108.7	3,468.6	1,898.1	6.9%	8	1,099.0	3,716.0	2,343.1	7.3%
Amsterdam-Rotterdam Bank, Amsterdam(u) 44,500	New York	B	124.8	592.8	494.8	1.3%	-	----	----	----	
Nederlandsche Middenstandsbank, Amsterdam 22,610	New York	B	169.8	801.8	366.7	3.5%	B	90.5	201.0	75.3	0.9%
Rabobank Nederland, Utrecht 44,980	New York	B	41.0	211.2	67.3	0.5%	B	0.0	280.1	120.4	0.6%
NEW ZEALAND											
Bank of New Zealand, Ltd., Wellington 4,257	New York	B	7.2	52.1	6.5		B	4.8	131.9	108.8	
	Los Angeles	A	1.1	25.0	1.1		A	0.0	25.6	0.6	
		2	8.3	77.1	7.6	1.8%	2	4.8	157.5	109.4	4.4%
PAKISTAN											
Habib Bank Ltd., Karachi 3,729	New York	B	3.9	38.7	10.8	1.0%	B	4.5	29.8	16.1	0.9%
National Bank of Pakistan, Karachi 2,858	New York	B	15.7	205.3	55.3		B	26.1	140.8	62.8	
	Chicago	B	0.2	3.9	1.7		B	0.0	12.8	1.2	
	Washington, D.C	B	0.0	46.3	17.1		B	0.0	10.1	3.6	
		3	15.9	255.5	74.1	8.9%	3	26.1	163.7	67.6	6.3%
United Bank Ltd., Karachi 2,856	New York	B	0.0	20.2	4.2	0.7%	B	0.3	15.7	5.8	0.6%
PANAMA											
Banco de Iberoamerica, Panama City 98(l)	Miami	A	3.4	26.8	21.4	27.3%	-	----	----	----	
Banco Nacional de Panama, Panama City 705(m)	New York(f)	B	-----	-----	-----		-	----	----	----	
PHILIPPINES											
Allied Banking Corp., Manila 928(n)	San Francisco	C	9.5	13.6	3.0	1.5%	-	----	----	----	
Metropolitan Bank & Trust Co., Manila 725(n)	San Francisco	A	3.6	8.9	3.7		A	1.6	6.0	1.3	
	Agana, Guam	B	1.5	5.9	1.9		B	1.4	3.3	0.7	
	Los Angeles	C	1.4	17.2	12.2		C	3.1	16.2	10.5	
	New York	A	0.7	4.8	0.0		A	1.0	3.9	0.0	
		4	7.2	36.8	17.8	5.1%	4	7.1	29.4	12.5	4.0%
Philippine Commercial & Industrial Bank, Makati 332(o)	Los Angeles	A	10.2	15.1	2.4		A	5.8	10.0	1.4	
	New York	A	0.0	9.9	1.0		A	0.1	18.7	0.6	
		2	10.2	25.0	3.4	7.5%	2	5.9	28.7	2.0	8.7%
Philippine National Bank, Manila 5,625	Los Angeles	A	1.0	15.0	7.4		A	1.6	14.5	7.0	
	New York	B	0.1	37.6	32.6		B	0.1	38.1	32.7	
	Honolulu	A	0.0	5.5	0.0		A	0.2	5.1	0.0	
		3	1.1	58.1	40.0	1.0%	3	1.9	57.7	39.7	1.1%
PORTUGAL											
Banco Portugues do Atlantico, Oporto 5,075	New York	A	29.3	76.1	49.3	1.5%	A	15.7	134.2	46.7	2.1%
Banca Totta & Acores, Lisbon 3,225	New York	A	129.9	222.0	2.5	6.9%	A	82.5	223.3	44.0	7.9%
SINGAPORE											
Development Bank of Singapore Ltd 3,819	New York	A	0.0	53.1	8.1	1.4%	A	0.0	29.4	6.5	1.1%
International Bank of Singapore Ltd 258(n)	Los Angeles	A	0.0	16.2	0.0	6.3%	-	----	----	----	

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Overseas-Chinese Banking Corp., Singapore 2,846	New York	A	8.6	14.0	0.0	0.5%	A	8.6	6.1	0.0	0.3%
Overseas Union Bank Ltd., Singapore 1,932	Los Angeles	A	3.9	12.2	0.1		-	----	----	----	
	New York	A	3.2	43.9	1.6		A	4.4	18.8	6.1	
		2	7.1	56.1	1.7	2.9%	1	4.4	18.8	6.1	1.2%
United Overseas Bank Ltd., Singapore 3,662	New York	A	7.4	62.6	2.6		A	9.1	52.4	4.0	
	Los Angeles	A	1.9	19.6	0.6		A	0.5	10.4	0.7	
		2	9.3	82.2	3.2	2.2%	2	9.6	62.8	4.7	2.2%
SPAIN											
Banca Catalana, Barcelona 2,282	New York	B	1.5	70.5	6.6	3.1%	B	6.5	82.2	18.2	3.1%
Banco Atlantico, Barcelona 2,588	New York	A	1.5	20.8	1.9	0.8%	A	1.5	64.6	3.8	2.8%
Banco Central, Madrid 19,813	Hato Rey, P.R.	C	85.6	771.5	563.7		C	93.0	719.3	516.6	
	New York	C	25.1	160.3	146.1		C	14.1	73.7	62.9	
	San Francisco	A	15.5	270.2	0.0		A	0.0	3.1	0.0	
	New York	B	4.0	84.1	7.7		B	2.0	66.6	9.3	
		4	130.2	1,286.1	717.5	6.5%	4	109.1	862.7	588.8	4.4%
Banco de Bilbao 14,537	New York	B	40.9	299.2	135.8		B	59.5	289.1	143.3	
	Miami	A	3.3	55.0	35.3		A	1.4	10.7	5.3	
		2	44.2	354.2	171.1	2.4%	2	60.9	299.8	148.6	1.9%
Banco de Santander 10,988	Hato Rey, P.R.	C	91.6	685.0	610.9		C	74.3	559.8	504.6	
	1 Union Square-N.Y.	B	22.9	164.0	152.8		B	2.1	10.9	7.5	
	Miami	E	6.5	138.6	126.7		E	5.1	71.0	53.6	
	New York	B	0.6	10.3	9.7		B	8.3	121.2	40.6	
	Miami	A	0.5	68.2	0.1		A	0.2	36.9	0.4	
		5	122.1	1,066.1	900.2	9.7%	5	90.0	799.8	606.7	6.6%
Banco de Vizcaya, Bilbao 10,914	New York	B	61.2	108.0	1.2		B	47.7	121.8	2.0	
	San Francisco	A	16.9	129.3	37.5		A	11.2	90.4	16.1	
	Miami	A	3.8	18.2	2.4		A	1.0	11.5	1.3	
		3	81.9	255.5	41.1	2.3%	3	59.9	223.7	19.4	0.2%
Banco Espanol de Credito, Madrid 34,745	New York	I	139.1	155.4	126.3	0.4%	-	---	---	---	
Banco Exterior de Espana, Madrid 12,963	Miami	A	106.5	185.7	61.7		A	56.8	112.9	38.5	
	Stony Brook, N.Y.	C	104.2	257.4	207.6		C	80.9	257.6	195.1	
	Los Angeles	A	13.0	1.1	0.0		-	----	----	----	
		3	223.7	444.2	269.3	3.4%	2	137.7	370.5	233.6	3.7%
Banco Hispano-Americano, Madrid 14,976	New York	B	7.1	151.9	2.3	1.0%	B	8.3	234.7	27.3	1.6%
Banco Occidental de Madrid 2,042(l)	San Juan, P.R.	C	31.0	256.5	162.7	12.6%	C	28.8	178.6	144.3	8.7%
Banco Urquijo, Madrid 4,725	New York	A	40.4	185.9	21.6	3.9%	A	63.7	457.0	113.9	9.6%
Banco Zaragozano, Zaragoza 1,522	Miami	C	23.4	79.3	61.0	5.2%	C	6.8	50.2	42.5	3.9%
SWEDEN											
Skandinaviska Enskilda Banken, Stockholm 22,423	New York	E	14.0	204.1	125.1		E	2.6	34.0	3.3	
	New York(w)	I	----	----	----		-	----	----	----	
		1	14.0	204.1	125.1	0.9%	1	2.6	34.0	3.3	0.2%
SWITZERLAND											
Bank Julius Baer & Co., Ltd., Zurich 465(l)	New York	I	65.9	119.5	27.6	25.7%	I	N.A.	----	----	
Credit Suisse, Zurich 41,185	New York	B	947.8	1,266.4	725.1		B	667.6	1,691.2	760.9	
	Los Angeles	B	227.4	251.8	19.6		B	153.0	192.5	0.8	
	Miami	A	13.2	23.8	17.2		-	----	----	----	
		3	1,188.4	1,542.0	761.9	3.7%	2	820.6	1,883.7	861.7	5.3%
Swiss Bank Corp., Basle 49,008	New York	2B	1,213.9	3,717.7	2,249.5		B	1,077.9	8,035.6	6,510.9	
	Chicago	B	221.3	230.4	38.2		B	221.6	246.1	44.2	
	San Francisco	A	145.5	456.1	178.0		A	106.3	345.0	47.3	
	Atlanta	A	79.7	101.5	0.0		A	84.4	94.6	0.2	
		5	1,660.4	4,505.7	2,465.7	9.2%	4	1,490.2	8,991.3	6,602.6	21.6%
Union Bank of Switzerland, Zurich 52,469	New York	B	169.0	4,026.0	2,972.5		B	178.0	2,415.8	1,628.5	
	Chicago	B	125.1	191.2	69.8		B	97.8	137.6	76.3	
	Los Angeles	A	91.1	184.3	88.0		A	30.8	94.0	65.2	
		3	385.2	4,401.5	3,130.3	8.4%	3	306.6	2,647.4	1,770.0	6.1%
TAIWAN											
First Commercial Bank, Taipei 3,972	Agana, Guam	B	3.0	5.4	3.9	0.1%	B	5.4	6.3	3.6	0.2%
International Commercial Bank of China, Taipei 2,335	New York	A	30.8	328.7	43.7		A	5.0	264.4	62.5	
	Chicago	B	4.1	14.9	9.0		B	1.3	13.1	8.5	
		2	34.9	343.6	52.7	14.7%	2	6.3	277.5	71.0	14.6%
THAILAND											
Bangkok Bank, Ltd 6,705	Los Angeles	A	15.1	33.8	3.8		A	9.6	41.7	0.8	
	New York	A	2.5	24.3	3.0		A	0.0	69.6	88.5	
		2	17.6	58.1	6.8	0.9%	2	9.6	111.3	89.3	2.0%
Bangkok Metropolitan Bank Ltd 896	San Francisco	A	5.0	21.9	1.4		A	0.3	17.5	0.3	
	New York	A	0.1	27.7	1.8		A	0.0	9.4	2.5	
		2	5.1	49.6	3.2	5.5%	2	0.3	26.9	2.8	3.5%
Krung Thai Bank Ltd., Bangkok 2,436	New York(f)	B	-----	-----	-----		-	----	----	----	
Siam Commercial Bank, Ltd., Bangkok 1,026	New York	A	9.4	46.9	1.0		A	12.6	26.1	1.1	
	Los Angeles(e)	B	-----	-----	-----		-	----	----	----	
		1	9.4	46.9	1.0	4.6%	1	12.6	26.1	1.1	2.8%
Thai Farmers Bank, Bangkok 2,502	Los Angeles	A	4.0	41.7	7.8		A	0.6	9.4	0.7	
	New York	B	0.4	73.4	18.3		B	0.0	1.7	0.7	
		2	4.4	115.1	26.1	4.6%	2	0.6	11.1	1.4	0.6%
UNITED ARAB EMIRATES											
Dubai Bank Ltd 667(n)	New York	B	28.7	35.9	6.8	5.4%	-	----	----	----	
Middle East Bank, Dubai 376(n)	New York	B	0.1	11.5	2.0	3.1%	-	----	----	----	

Home Country and parent (Parents listed alphabetically within country Parent's Assets on 12/31/81(b))	Name and location of U.S. offices (Arranged by size of C&I loans on 6/30/82)	A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	June 1982 C&I Loans Out.	June 1982 Average Assets	June 1982 Average Deposits+ Credit Bal. (t)	June 1982 Ratio (c)	A=Agency B=Branch C=Comml Bk E=Edge I=NY Invest.	June 1981 C&I Loans Out.	June 1981 Average Assets	June 1981 Average Deposits+ Credit Bal. (t)	June 1981 Ratio (c)
National Bank of Abu Dhabi..... 6,173	Washington, D.C.....	B	2.9	117.6	0.6	1.9%	B	0.0	60.7	0.3	1.3%
UNITED KINGDOM											
Bank of Scotland, Edinburgh..... 7,934	New York.....	B	11.8	51.1	0.4	0.6%	B	0.0	23.1	0.0	0.3%
Barclays Bank Plc., London..... 93,409	Charlotte, N.C.(x).....	F	964.9	2,354.4	0.0		F	823.0	2,077.8	0.0	
	New York.....	2B	447.3	2,458.7	922.7		B	468.0	2,566.2	1,399.2	
	Chicago.....	B	283.9	319.8	28.7		B	203.6	265.4	27.0	
	San Francisco.....	A	227.0	386.0	16.9		A	144.9	452.3	31.1	
	New York.....	C	187.7	1,136.8	973.8		C	168.1	1,031.2	866.2	
	San Francisco.....	C	176.4	794.5	706.4		C	166.6	800.9	714.5	
	Boston.....	B	81.0	78.5	6.9		B	50.1	75.9	9.1	
	New Orleans.....	A	48.6	64.4	0.0		-	----	----	----	
	Atlanta.....	A	47.4	47.8	0.2		A	63.3	114.2	0.4	
	Seattle.....	B	43.9	49.9	2.5		B	11.0	14.7	0.0	
	Pittsburgh.....	B	25.9	24.4	1.3		B	22.6	36.5	0.3	
	Miami.....	A	13.8	34.2	8.5		A	2.3	2.5	1.8	
	Charlotte Amalie, V.I.....	B	11.1	146.8	145.7		B	8.0	73.0	71.9	
	Houston.....	E	0.4	34.8	0.0		-	----	----	----	
		15	2,559.3	7,931.0	2,813.6	8.5%	12	2,131.5	7,510.6	3,121.5	8.5%
Thomas Cook Group, London..... N.A.	New York.....	A	0.0	20.0	0.0	...	A	0.0	418.6	379.1	...
Grindlays Bank Ltd., London..... 8,553	New York.....	A	30.2	82.2	4.4	1.0%	A	60.7	133.0	2.3	1.5%
Lloyds Bank Plc., London..... 52,998	Los Angeles.....	C	448.7	2,591.3	2,135.8		C	498.5	2,640.4	2,212.1	
	Pittsburgh.....	B	320.8	376.1	4.1		B	22.1	34.9	1.4	
	New York.....	B	298.3	2,107.3	1,378.4		B	306.8	1,631.0	834.8	
	Miami.....	A	239.2	268.9	94.8		A	127.7	181.3	64.7	
	Chicago.....	B	101.7	164.2	23.2		B	151.0	219.4	8.3	
	Atlanta.....	A	15.9	15.9	1.2		A	17.0	26.1	0.5	
	Boston.....	B	1.3	2.5	0.5		-	----	----	----	
		7	1,425.9	5,526.2	3,638.0	10.4%	6	1,123.1	4,733.1	3,121.8	10.0%
Midland Bank Plc., London(u,y)..... 78,584	San Francisco.....	C	5,279.0	23,632.6	17,711.3		C	4,124.1	19,339.2	14,882.6	
	New York.....	E	7.0	116.7	71.9		E	5.3	424.8	350.8	
	New York(z).....	B	----	----	----		-	----	----	----	
		3	5,279.0	23,632.6	17,711.3	30.0%	2	4,124.1	19,339.2	14,882.6	31.9%
National Westminster Bank, Plc., London..... 82,970	New York.....	C	1,634.2	6,922.2	5,417.2		C	1,406.4	5,786.5	4,687.5	
	New York.....	B	609.8	1,828.9	1,280.6		B	660.6	2993.0	2,064.4	
	San Francisco.....	A	158.3	178.4	9.5		A	91.1	205.5	0.8	
	Chicago.....	B	87.0	220.4	1.4		B	116.8	201.1	0.9	
		4	2,489.3	9,149.9	6,708.7	11.0%	4	2,274.9	9,186.1	6,753.6	11.1%
Royal Bank of Scotland Plc., Edinburgh..... 7,697	San Francisco.....	A	57.9	66.7	0.5		A	45.1	52.0	0.0	
	New York.....	B	28.5	141.3	65.9		B	48.6	266.2	182.1	
		2	86.4	208.0	66.4	2.7%	2	93.7	318.2	182.1	3.7%
Scandinavian Bank Ltd., London..... 2,677	Los Angeles.....	A	34.8	47.8	0.6	1.8%	-	----	----	----	
Schroders Ltd., London..... N.A.	New York.....	C	587.5	1,955.1	1,489.5		C	601.2	1,938.8	1,634.1	
	Miami.....	E	5.3	38.2	24.1		E	2.1	16.9	4.1	
	New York.....	I	16.5	48.4	43.0		I	N.A.			
		3	609.3	2,041.7	1,556.6	...	3	603.3	1,955.7	1,638.2	...
Standard Chartered Bank Plc., London..... 37,979	Los Angeles.....	C	1,697.9	7,193.5	4,886.0		C	1,541.3	6,919.5	5,091.5	
	New York.....	2B	168.9	1,245.7	790.9		B	101.3	1,284.0	925.0	
	Chicago.....	B	73.1	86.9	8.8		B	48.4	64.6	6.9	
	Miami.....	A	43.8	55.2	4.6		A	37.0	45.3	5.2	
	San Francisco.....	A	30.4	30.5	0.0		A	27.8	34.5	0.0	
	Seattle.....	B	10.5	13.3	2.2		B	3.8	6.7	2.9	
	Atlanta.....	A	3.2	3.0	0.0		-	----	----	----	
	Houston.....	E	2.8	4.0	0.6		E	0.2	3.1	0.4	
		9	2,030.6	8,632.1	5,693.1	22.7%	7	1,759.8	8,357.7	6,031.9	22.7%
URUGUAY											
Banca de la Republica Oriental del Uruguay, Montevedio 2,319	New York.....	B	6.6	11.2	0.3	0.5%	-	----	----	----	
VENEZUELA											
Banco Consolidado, Caracas..... 1,004	New York.....	2B	2.3	16.0	5.9		-	----	----	----	
	New York.....	E	0.3	14.1	10.6		E	0.0	2.7	0.0	
		3	2.6	30.1	16.5	3.0%	1	0.0	2.7	0.0	0.0%
Banco de Venezuela, Caracas..... 2,662	New York.....	A	4.5	23.0	20.7		A	6.3	18.0	0.7	
	Miami.....	E	0.2	63.2	45.7		-	----	----	----	
		2	4.7	86.2	66.4	3.2%	1	6.3	18.0	0.7	7.9%
Banco Industrial de Venezuela, Caracas..... 4,079	New York.....	A	235.4	368.5	13.1		A	183.4	311.7	38.7	
	Miami.....	A	33.6	64.9	3.3		-	----	----	----	
		2	269.0	433.4	16.4	10.6%	1	183.4	311.7	38.7	11.1%
Banco Union, Caracas..... 2,531	New York.....	C	41.0	133.2	114.0		C	27.5	83.6	69.2	
	New York.....	A	20.1	40.7	2.2		A	6.1	29.6	3.6	
	Miami.....	E	1.3	15.2	12.5		-	----	----	----	
		3	62.4	189.1	128.7	7.5%	2	33.6	113.2	72.8	5.0%
YUGOSLAVIA											
Jugobanka-United Bank, Belgrade..... 9,302	New York.....	A	26.7	148.1	106.3	1.6%	A	0.7	134.5	1.0	1.6%

(a)-Countries are listed alphabetically. Within country, parent banks are listed alphabetically. For banks with more than one U.S. office, offices are arranged by size of commercial & industrial loans oustanding on June 30, 1982. Also, for banks with more than one U.S. office, data for the U.S. offices are totaled and shown below the broken (dotted) line. Average assets and deposits for June are used for branches, agencies, and Edge banks, while June 30 data are used for banks and investment companies.
(b)-Or latest 1981 yearend. In the case of the Japanese banks, all parent asset figures are as of Sept, 1981.
(c)-Ratio represents the June assets of the bank's U.S. office or offices to the bank's total (worldwide) assets the previous yearend.
(d)-Converted from an agency to a branch in July, 1981.
(e)-Established in July, 1982.
(f)-Opened in September-October 1982.
(g)-Opened in January, 1982. Has an agency license, but operates as a rep office.
(h)-Converted from an agency to a branch in January, 1982.
(i)-Converted from an agency to a branch in April, 1982.
(j)-Converted from a rep office to an agency in July, 1982.
(k)-Converted from an agency to a branch in February, 1982.
(l)-Assets as of December, 1979.
(m)-Assets as of June, 1980.
(n)-Assets as of December, 1980.
(o)-Assets as of December, 1977.
(p)-Assets as of 3/20/77.
(q)-Assets as of 3/20/76.
(t)-Does not include borrowing from affiliates, which for some branches and agencies are a major funding source.
(u)-Also owns portions of European American Bank & Trust Co., New York, a commercial bank, and European American Banking Corp., a New York investment company.
(v)-Data for the Miami Edge Corp. are not included in the totals, because the Edge figures are included in Marine Midland Bank NA's, consolidated data.
(w)-Established in May, 1982. Data for company not yet available.
(x)-Data are for Barclays American Corp., a finance company. Data for June 30 were not available, therefore, data for 12/31/81 and 12/30/80, were used. Actual net commercial/industrial receivables were used for Dec. 31, 1981, while the net commercial/industrial receivables for Dec. 31, 1980, were estimated.
(y)-Data for the New York Edge Corp. are not included in the totals because the Edge figures are included in Crocker National Bank.
(z)-Opened Jan., 1983.

Source of branch and agency data: Federal Reserve Board's Report of Assets and Liabilities of U.S. Branches and Agencies of Foreign Banks for June 30, 1982.

Foreign Banks Increased Presence in United States Last Year

Continued from page 1

agencies were up 14.2% from 310 at midyear 1980 to 357 at midyear 1981. In addition, over the period, foreign banks acquired six commercial bank subsidiaries, bringing the total to 55, and eight more Edge Act banks became operational bringing the total to 19. From midyear to yearend 1982, an additional six branches and agencies began operations, an additional commercial bank was acquired, and three new Edges were formed.

In addition to these banking offices, foreign banks have increased the number of representatives offices by a sizable 7.8% over 1982 to 289 such offices from 268 representative offices in 1981. A year earlier the number of representative offices increased by 7%.

Total commercial and industrial loans, or business loans, booked by the U.S. banking offices of foreign banks totaled $84 billion on June 30, up 20% from $70 billion a year earlier. Foreign bank-owned U.S. banking offices accounted for 21.7% of the estimated $387 billion in such loans booked by all U.S. banks at midyear 1982, up from 20.3% a year earlier.

Of the $14 billion gain in C&I loans posted by the U.S. banking offices of foreign banks, $1.2 billion, or 8.6%, is attributed to the inclusion of investment companies in 1982. The 1981 data for these seven companies were not available in 1981. Also, the new commercial bank subsidiaries, Edge Act banks, and new branches and agencies contributed an additional $1.25 billion to the C&I gain. Adjusting the gain for new data and the new banking offices, reduces the commercial and industrial loan gain to approzimately 16.5%. Nevertheless, this gain is substantially higher than the 9.9% gain in such loans posted by domestically owned banks over the year ended June 30, and higher than the 11.9% gain posted by all U.S. banks, both domestically and foreign bank-owned.

'The British Are Coming!'

British banks led the foreign expansion into the United States over the 12 months ended June 30, 1982. Of the 61 new branches, agencies, Edges, and commercial bank subsidiaries of foreign banks, nine offices, or 15%, were opened by five of the 12 British banks in this country.

Barclays Bank PLC, London, opened three new offices — an additional New York branch, an agency in New Orleans, and a Houston-based Edge — to lead the British. The Hong Kong-based Hongkong & Shanghai Banking Corp. and Standard Chartered Bank PLC, London, each opened two offices, and Lloyds Banks PLC, London, and Scandanavian Bank Ltd., London, each opened one new office. Midland Bank PLC, London, opened a New York branch last month.

The 12 British banks, including Hongkong & Shanghai, booked $20.4 billion in C&I loans through their 58 U.S. offices, or 24% of all such loans booked by foreign banks' U.S. offices at midyear 1982. Only the Japanese banks had a larger C&I total than the British.

Twenty-four Japanese banks booked $28 billion in C&I loans through 71 U.S. banking offices on June 30, 1982, or one-third of the total for all foreign banks in the U.S.

Among the 10 largest foreign banks in the United States at midyear, four were British, including the largest foreign bank in the U.S., Hongkong & Shanghai Banking Corp.

Hongkong & Shanghai had $5.8 billion in commercial and industrial loans outstanding at its 11 U.S. banking offices on June 30. Over 95% of these loans were booked by its commercial bank subsidiary, Marine Midland Bank NA, Buffalo, the nation's 14th largest commercial bank. In addition to Marine Midland Bank, and Marine Midland's Miami-based Edge banking subsidiary, Marine Midland Interamerican Bank, Hongkong & Shanghai has two New York branches and branches in Seattle, Chicago, and Portland; agency offices in San Francisco, Los Angeles, and Guam; and an Edge Act bank in Houston.

The other three British banks ranked among the 10 largest foreign banks in the United states are all London-based: Midland Bank PLC, Barclays Bank PLC, and National Westminster Bank PLC.

Midland, which owns Crocker National Bank, the nation's 11th largest commercial bank, is the third largest foreign bank in the U.S. with $5.3 billion in C&I loans. Barclays, with $2.6 billion in C&I loans, including approximately $1 billion in its U.S. finance company subsidiary, Barclays American Corp., Charlotte, N.C., is the seventh largest; and National Westminster, which owns the nation's 30th largest bank, National Bank of North America, New York, was eighth with $2.5 billion.

The Tabulation

American Banker presents the survey findings in 11 tables which provide details of foreign banking activity in the United States last year. These tables run consecutively in a special insert on pages 2A-16A. Presented below are the most significant facts found in these tables.

• Twenty-five foreign banks had $1 billion or more in C&I loans booked through their U.S. banking offices on June 30, 1982. Nine of these banks were Japanese; six were British; four were Canadian; two were Swiss; two were French; one was Dutch; and one was owned by a group of six European banks.

• Among the 10 largest foreign banks, Fuji Bank Ltd., Tokyo, was the fastest growing, posting a 40% increase in C&I loans over the year ended June 30.

• Of the $84 billion in C&I loans booked by the U.S. offices of foreign banks, $33.9 billion were booked through their branch offices; $26.2 billion through commercial bank subsidiaries; $21.7 billion through their agencies; $1.2 billion through investment companies; and $1 billion through a finance company.

• Among the 10 largest countries in comercial and industrial loans booked by their banks' U.S. offices, Mexico posted the largest gain, 50%, and Italy the second largest, 42.9%.

• Italian banks' U.S. deposits rose 454% to $7.2 billion at midyear 1982. The bulk of the gain is attributable to a sharp rise in "time deposits due foreign banks" that appeared to have been transferred from the foreign offices of these banks and booked through their international banking facilities. IBF deposits are included in the U.S. office figures.

• New York City had the most foreign bank-owned U.S. banking offices, 342, including 134 representative offices, 119 branches, 56 agencies, 21 commercial banks, eight investment companies, and four Edges.

• Foreign banks had offices in 37 U.S. cities, but 92% of all such offices were in 10 of these cities.

• Seven commercial banks were acquired by foreign banks last year, and the largest was the $1.1 billion-deposit Long Island Trust Co. NA, Garden City, N.Y., the nation's 175th largest bank. It was acquired by Banca Commerciale Italiana, Milan, in July.

• The largest agency in the United States in Fuji Bank Ltd, New York, with $1.9 billion in C&I loans on June 30, 1982. While Fuji Bank Ltd, New York, is licensed as an agency by New York State and classified as an agency in the American Banker listings, it is considered a branch by the Federal Reserve because it has special power, granted by New York State, to issue large denomination deposits to both domestic and foreign residents.

In addition to Fuji Bank, 12 other New York agencies have this power. They are: Bank of Tokyo Ltd., New York' second largest agency; Industrial Bank of Japan Ltd., the third largest; Royal Bank of Canada (seventh): Chuo Trust & Banking Co. (13th); Banco do Commercio e Industria de Sao Paulo (16th); Commercial Bank of Korea (18th); Banco de Bogota (19th); Korea First Bank (20th); Banco Rio de la Plata (27th); Banco Urquijo (28th); Banco Portugues do Atlantic (32d); and Siam Commercial Bank Ltd. (38th).

• The largest branch is Dai-Ichi Kangyo Bank Ltd, New York, with $2 billion in C&I loans at midyear 1982.

• The largest foreign bank-owned Edge is Skandunaviska Enskilda Banken International Corp., New York, with $14 million in C&I loans.

• French American Banking Corp., New York is the largest investment company with $323 million in C&I loans.

• The foreign bank with the largest percentage of its assets in its U.S. banking offices and subsidiaries is Hongkong & Shanghai Banking Corp. Approximately 37.8% of its $52.3 billion in assets worldwide come from its U.S.-based operations.

Data Sources and Definitions

Branch and agency data were taken from the Report of Assets and Liabilities of U.S. Branches and Agencies of Foreign Banks (FFIEC002), a quarterly report that these institutions are required to submit to the Federal Reserve Board.

Commercial bank data were taken from the Consolidated Report of Condition for a Bank and its Domestic and Foreign Subsidiaries (FFIEC 014), a quarterly report submitted by commercial banks to the three federal regulatory agencies.

According to the International Banking Act of 1978, an agency is "any office or any place of business of a foreign bank located in any state of the United States or District of Columbia at which credit balances are maintained, checks are paid, or money is lent, but at which deposits may not be accepted from a citizen or resident of the United States."

A branch is defined as "any office or any place of business of a foreign bank located in any state of the United States or District of Columbia that may accept domestic deposits and deposits that are incidental to, or for the purpose of, carrying out transactions in foreign countries.

However, accordig to this definition, Puerto Rican banks' mainland branches are considered branches of a foreign bank, while foreign banks' branches and agencies in Puerto Rico and the United States possessions of Guam and the Virgin Islands are not considered U.S. branches and agencies of foreign banks.

Data for Edge Act banks head offices and New YorkPinvestment companies were provided by the Federal Reserve Board and the Federal Reserve Bank of New York, respectively.

American Banker has modified the definitions to include the branches and agencies of foreign banks in Puerto Rico, Guam, and te Virgin Islands and to exclude the mainland branches of the Puerto Rican banks from the statistical listings of the branches and agencies.

For this reason, the aggregate loan asset, deposit, branch, and agency figures reported today in American Banker may differ slightly from the aggregate figures that are reported in the Federal Reserve Bulletin.

According to the Federal Reserve instructions to the FFIEC 992 report,

➤➤ Foreign Banks: Page 47

To Our Readers

American Banker would appreciate your comments on the foreign banks statistical tables in today's issue. Would you be good enough to answer the following questions and return to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

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____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

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5. Who else in your company, by title, would find this tabulation useful?

_____

_____

Name_____ **Title**_____

Company_____ **Phone**_____

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Texas . . .

Continued from page 2

which will give him more than a 50% ownership of the voting stock of the bank company. Mr. Henke is expected to have a management role when the sale is completed, but Utica officials said the specific position has not been determined. Mr. Henke was unavailable for comment.

Under terms of the agreement, Mercantile will purchase $8.3 million of the preferred shares. Mercantile's shares will have detachable warrants that will permit Mercantile to purchasee up to 415,000 of Utica's authorized but unissued common shares if there is an elimination of the restrictions on interstate banking.

The agreement also includes a five-year option for Mr. Henke to purchase 175,000 shares of Utica's common stock. And Mercantile has an option to purchase as much as $3.7 million additional nonvoting preferred.

If Mercantile were to exercise all of its warrants, it would have a 24.9% interest in Utica. Mr. Bishop said Mercantile would want to increase its share of Utica common stock if interstate banking became a reality, but he added that the Texas bank has no agreement with Mr. Henke to purchase his shares. However, the agreement byMercantile to purchase Utica preferred stock is contingent upon Mr. Henke's purchase of additional common stock. If Mercantile exercised its options to purchase common stock and then bought the shares held by Mr. Henke, it would have a 75% stake of Utica.

Lynn L. McCormick, a banking analyst with Eppler, Guerin & Turner Inc. of Dallas, said he believed Mercantile will purchase Mr. Henke's Utica shares if interstate banking is approved by federal authorities.

"There is no doubt Mercantile sees this as a way to get into interstate banking once they are permitted to do so." Mr. McCormick said. "They are getting their ducks in a row so that when it is legally permitted they will have this ownership position set up.

"They would not have gone for this unless they intended to own 100% of the bank." Mr. McCormick said Mercantile is not the first Texas bank to disclose an interest in an out-of-state bank. For instance, Texas Commerce Bancshares Inc. has reported that it holds shares in banks in the contiguous states to Texas, and in Wyoming Bancorp. of Cheyenne, Mr. McCormick said. When restrictions of banking across state lines are removed, many in the industry believe it will be done on a regional basis. Such a development would make Mercantile's position in Oklahoma seem all the more shrewd. Congress and bank regulators have taken significant steps to deregulate the financial services industry during the past year, approving new savings and demand accounts for banks and thrift institutions with no interest-ceiling restriction. However, many banking experts do not expect may further moves soon.

"I have no idea, but it is definitely coming," Mr. Bishop said of interstate banking. "I would guess within five years, but that is strictly a guesstimate." ■

Foreign Banks . . .

Continued from page 46

each branch and agency is required to file a separate report on a quarterly basis. However, if there is more than one office in a city, one consolidated report may be filed.

C&I loans are defined as loans for commercial and industrial purposes to business enterprises (proprietorships, partnerships, corporations), whether secured or unsecured, single-payment or instalment. These loans may take the form of direct or purchased loans, as commercial paper or bankers' acceptances.

By "domestically booked C&I loans," American Banker means any C&I loan booked by a foreign bank's branch or agency in any of the 50 states, District of Columbia, Puerto Rico, Guam, and the Virgin Islands. These loans can be booked to either "U.S. addressees" or "non-U.S. addressees." Here, the Federal Reserve instructions define U.S. to include the 50 states, the District ofColumbia, Puerto Rico, and the U.S. territories and possessions, which include Guam and the Virgin Islands.

Data for the foreign banks' U.S. commercial bank subsidiaries are consolidated data including these banks' domestic and foreign branches and their Edge Act corporation subsidiaries. ■

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KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of American Bank Corp., Denver, to acquire American National Bank of Rock Springs, Rock Springs, Wyo., a proposed new bank. American Bank Corp. assets are all based in Wyoming. ■

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S&L Ranks Shrink As Mergers Set Another Record

By L. MICHAEL CACACE

NEW YORK — The savings and loan industry became significantly more concentrated in 1982 as mergers among the S&Ls rose sharply — surpassing the previous record for mergers set in 1981.

Tables Begin on Page 12

This is one of the findings of the American Banker's annual survey of the top 300 S&Ls published today.

Several of the more important survey findings are:

• The number of interstate mergers quadrupled in 1982 to 16, and the total assets of the institutions acquired was $12.9 billion. A list of all interstate mergers for 1982 and 1983 up to the present appears on page 3.

• The S&L industry shrank a record 10.3% in size last year, after contracting by 7% in 1981, the previous record high. At yearend 1982, there were an estimated 3,850 savings and loans, down 442 from a year earlier. In 1981, 326 institutions were lost to the in-

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Long-term foreign lending is "inappropriate" for U.S. banks, a Texas banker says.....2

Butcher Bank to Be Sold
Jake Butcher's United American Bank in Hamilton County of Chattanooga, Tenn., will be sold to a group of the bank's directors, managers, and local businessmen.....2

Bankers Ponder Dream and Reality
Bankers must suspect that in some dark corner stands a likeness of a demon god pointing toward the inscription, "Know that the worst curse of all is to have your fondest dreams come true.": WASHINGTON BANK NOTES.....4

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Top 300 Savings and Loans

Conversion to stock ownership is becoming a more common occurence for the nation's savings and loans. Entering the market can infuse capital, writes American Banker's Karen Slater; or, it can mark the beginning of a merger says Harvey L. Pitt and Julie L. Williams of Fried, Frank, Harris, Shriver and Kampelman. See page.....10

Volcker Joins Criticism of Bank Loan Rates

By ANDREW ALBERT

WASHINGTON — Federal Reserve Board Chairman Paul A. Volcker Thursday became the latest of several top federal officials to argue that banks could afford to cut loan rates.

"I think they [bank lending rates] could be lower relative to other market rates...they are out of equilibrium," Mr. Volcker said, testifying before the Senate Budget Committee.

The Fed chairman was responding to a flurry of questions from senators urging the central bank to pressure institutions to lower their prime rate as well as other lending rates.

"If the President is ready to jawbone [for lower rates], why aren't you ready to jawbone?" Sen. Lawton M. Chiles Jr., D-Fla., asked Mr. Volcker.

Because "he outranks me," Mr. Volcker replied.

President Reagan told reporters Wednesday that he saw "no reason" banks could not lower their rates "another notch or two." Other administration officials, particularly Treasury Secretary Donald T. Regan, have been arguing the same point in recent weeks — angering bankers.

Chemical Cuts Consumer Rates, Page 32

Mr. Volcker's statement Thursday was somewhat more sympathetic to bankers' skepticism about the outlook for an improved inflation rate and other costs recently incurred by the institutions.

Still, he agreed with Sen. Donald W. Riegle Jr., D-Mich., who argued that banks could afford to lower the prime rate to 10% from the current level of 11%. The lower rate would make for a "more normal" relationship with market rates, the Fed chairman said.

But "that's a decision that, in the end, banks have to make," he said. Concern about declines in profit margins and the outlook for inflation are causing bankers to hold rates at their current levels, he added.

Sen. Pete V. Domenici, the New Mexico Republican who is chairman of the Budget Committee, charged that consumer loan rates at "the average bank" are not based on inflation or any other measurable rate.

Sen. Charles E. Grassley, R-Iowa, lashed out at Mr. Volcker, charging that

➳ Volcker: Page 32

New York Mutuals Continue Recovery

Operating Losses Decline 36% in Fourth Quarter

By KAREN SLATER

NEW YORK — The New York State savings bank industry is continuing its recovery from the earnings debacle of the past few years.

Aggregate operating losses declined 36% from the third quarter to the fourth quarter of 1982, according to data released Thursday by the New York State Banking Department.

And some savings bank executives now foresee a point in the not-too-distant future when their institutions could be making money again.

"The future looks bright," said John W. Sapanski, president of the Dime Savings Bank of New York, in a telephone interview Thursday.

The Dime's net loss was $15.4 million in the fourth quarter, compared with $30.1 million for the preceding period and $27.5 million a year ago.

Mr. Sapanski said the net loss on a monthly basis "is really dropping impressively," to only $2.5 million in January and an estimated $1.5 million this month.

Other money-losing savings banks may have to wait a bit longer than the Dime to post net profits again. Vincent Tese, New York State's new superintendent of banks, said in a telephone interview Thursday, "Quite a few of the institutions are talking about breaking

➳ Savings Banks: Page 2

Overseas Firms, Merrill Launch Technology Funds

By SCOTT McMURRAY

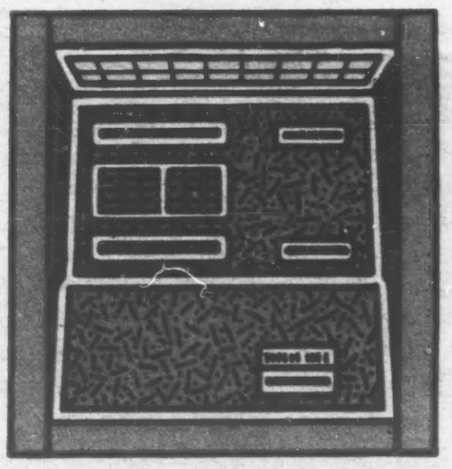
NEW YORK — Merrill Lynch Asset Management Inc. has linked up with subsidiaries of a Japanese broker and a Swiss merchant bank to offer an international science and technology-oriented mutual fund to its retail clients.

Merrill Lynch, in conjunction with Nomura Capital Management Inc. of Tokyo and Lombard Odier International Portfolio Management Ltd., located in London, this week began taking soundings of those interested in shares in two identical funds —

➳ Merrill: Page 27

How one ATM system proved its red-hot reliability!

What would happen to your ATM system if power were suddenly cut to its main computer room? Maryland National found out recently when a fire broke out beneath Baltimore's streets, burning up electric lines and causing an area blackout. The off-line fallback capability of the bank's Docutel ATM network kept the system alive and functioning — for all 110 ATMs throughout the state. Not many ATM systems ever have to face a real trial by fire. Luckily, when Maryland National's did, it was the one system designed to take the heat.



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31.

Interstate S&L Mergers: 1982 to Present

In Chronological Order (Dollar Figures in Millions)

Compiled by American Banker Copyright 1983

Date of Merger	Acquiring Institution S&L Acquired	Total Assets 12/31/82	Assets When Merged
1982			
Jan. 15	**Home Savings of America, FS&LA, Los Angeles**	$16,265	
	El Centro Federal S&L Assn., Dallas		$ 13
	Royal Federal S&L Assn., Dallas		165
	Buffalo S&L Assn., Houston		162
	Republic of Texas Savings Assn., Houston		273
	Civic S&L Assn., Irving, Tex.		44
Feb. 5	**California Federal S&L Assn., Los Angeles**	$10,213	
	United FS&LA of Broward County, Ft. Lauderdale, Fla.		$724
	Guaranty Federal S&L Assn., Adel, Ga.		32
	Peach State Federal S&L Assn., Bremen, Ga.		122
	First Federal S&L Assn., Sylvania, Ga.		17
	United Federal S&L Assn., Baltimore, Md.		167
Mar. 15	**Schenectady Savings Bank, N.Y. (a)**	$3,064	
	Hartford Federal Savings & Loan Assn., Conn.		$391
April 1	**First Federal S&L Assn., Vancouver, Wash. (b)**	$481	
	Oregon Trail S&L Assn., Portland		$223
May 28	**World Savings & Loan Assn., Oakland, Calif.**	$7,276	
	Majestic Savings, FS&LA, Denver		$1,200
	World Savings, FS&LA, Englewood, Colo.		747
	Commerce Savings, FS&LA, Shawnee, Kan.		134
June 30	**Perpetual American FS&LA, Washington, D.C. (c)**	$2,112	
	Washington-Lee Savings & Loan Assn., McLean, Va.		$368
July 30	**First Federal S&L Assn., Phoenix, Ariz.**	$2,561	
	Mutual Savings & Loan Assn., El Paso, Tex.		$175
Aug. 2	**Erie Savings Bank, Buffalo, N.Y. (d)**	$4,212	
	American Federal S&L Assn., Southfield, Mich.		$866
	First Federal Savings of Mid-Florida, DeLand (e)		522
	Harris County Federal S&L Assn., Baytown, Tex. (e)		160
Aug. 2	**Perpetual American FS&LA, McLean, Va.**	$2,112	
	Guardian Federal S&L Assn., Silver Spring, Md.		$190
Aug.16	**Citicorp, New York**	$129,997	
	Fidelity Savings, FS&LA, San Francisco (f)		$3,005
Sep. 1	**Capital Savings, FS&LA, Olympia, Wash.**	$778	
	Havre Federal S&L Assn., Montana		$71
Sep. 30	**Landmark Land Co. Inc., Carmel, Calif.**	N.A.	
	Dixie Federal S&L Assn., New Orleans (g)		$684
Oct. 1	**Carteret Savings & Loan, FA, Newark, N.J.**	$3,624	
	First Federal S&L Assn., Delray Beach, Fla.		$806
Oct. 12	**Northeast Savings FA, Hartford, Conn.**	$3,064	
	First Federal S&L Assn., Boston		$245
	Freedom Federal S&L Assn., Worcester, Mass.		645
Oct. 21	**Sooner Federal S&L Assn, Tulsa, Okla.**	$1,405	
	Corsicana Federal S&L Assn., Tex. (h)		$80
	Modern Savings & Loan Assn., Pasadena, Tex. (h)		20
Nov. 16	**Empire of America FSA, Deland, Fla.**	$1,409	
	Island Federal S&L Assn., Hempstead, N.Y.		$267
	South Shore Federal S&L Assn., Massapequa, N.Y.		357
1983			
Feb. 3	**California Federal S&L Assn., Los Angeles**	$10,213	
	Family S&L Assn., Reno, Nev.		$96

(a) Changed to an S&L charter after the merger and became Northeast Savings FA, Hartford, Conn.
(b) Changed name to Community Federal Savings on Dec. 27.
(c) Changed location to McLean, Va., after the merger.
(d) Changed to an S&L charter after the merger and became Empire of America FSA, Buffalo, N.Y.
(e) Became part of Empire of America FSA, Deland, Fla., a sister S&L to Empire of America FSA, Buffalo.
(f) Changed name to Citicorp Savings, FS&LA, after the acquisition. Assets shown are as of Dec. 31, 1982.
(g) Just prior to the acquisition, Dixie Federal acquired the $75 million-asset Heritage Federal S&L Assn., Bossier City, La.
(h) After the acquisition, Corsicana Federal and Modern Savings were merged into the newly-formed Texas Western Federal Assn., Houston
N.A.—Not available.

S&L Ranks Are Thinning

Continued from page 1

dustry.

• For the 28th year in a row, Home Savings of America, a Federal Savings & Loan Association, Los Angeles, was the nation's largest S&L, with $11.8 billion in deposits on Dec. 31.

The Industry Consolidates

At yearend 1982, the top 300 savings and loans in the nation held 58.2% of the deposits of all S&Ls and 60.5% of all S&L assets, up from 52.3% and 54.7%, respectively.

In addition, deposits of the top 300 grew by 19.8% last year, and their assets rose by 17.5%. This compares with a 7.7% rise in deposits and a 6.3% increase in assets for the industry as a whole over the year.

The acceleration of mergers among the top S&Ls in the nation was the major reason for their substantially larger gains in deposits and assets last year. The American Banker estimates that approximately $33 billion of the $54.5 billion increase in deposits posted by the top 300 S&Ls last year was attributable to mergers.

In 1981, the previous record year for mergers in the industry, the American Banker estimated that mergers accounted for $15.8 billion of the $17.5 billion increase in deposits posted by the top 300 S&Ls in 1981.

Total deposits of the top 300 S&Ls were $329.3 billion on Dec. 31, 1982, compared with $274.8 billion for the 300 largest S&Ls on Dec. 31, 1981. Total assets of the top 300 S&Ls were $426.8 billion at yearend, compared with $363.2 billion a year earlier.

For the industry as a whole, total deposits were $565.5 billion on Dec. 31, compared with $525.1 billion a year earlier. Total assets were $706 billion at yearend, compared with $664.2 billion a year earlier. Industrywide data are from the Federal Home Loan Bank Board.

Net Loss of 442 S&Ls

As mentioned above, there was a net loss of 442 institutions, or 10.3% of the industry, in 1982, according to preliminary data from the FHLBB. There were approximately 3,850 savings and loans in the nation at yearend 1982, compared with 4,292 a year earlier. Over 1981, a net reduction of 326 S&Ls took place — 7% of the industry — according to revised data from the FHLBB.

The heavy merger activity over the past two years is a result of the continued unprofitability of the industry, which has been attributed to the high level of interest rates over the last several years and the first half of 1982.

Although rates have dropped substantially over the last half of 1982, there is a lag in the effect on earnings. This is because many thrifts are locked into higher-yielding 2½-year certificates, while the bulk of thrift assets are low-yielding, fixed-rate, long-term mortgages.

According to the American Banker's deposit analysis of the top 300 S&Ls, approximately 22.3% of their total deposits were in 2½-year certificates and 27.6% were in six-month money market certificates.

Impact of Mergers on Top 300

Mergers substantially changed the composition of the top 300 S&Ls last year, as new associations were formed from the remains of old institutions. Or smaller associations combined to form one larger entity.

For example, among the top 300 at yearend 1982, 28 associations either did not exist at yearend 1981, or were so small in deposit size that the American Banker had no deposit data for these S&Ls.

Among the new associations are 17th-ranked Empire of America FSA, Buffalo, N.Y., which was the former Erie Savings Bank, Buffalo, and the 24th-ranked Northeast Savings FA, Hartford, Conn., which was the former Schenectady Savings Bank, N.Y.

Also among the 10 largest S&Ls at yearend, there are two newcomers whose gains in rank are attributable to mergers. Talman Home Federal Savings & Loan Association, Chicago, moved up seven places in rank to sixth place, and World Savings FS&LA, Oakland, Calif., jumped eight places to rank eighth.

Talman acquired two Chicago-based S&Ls: the $1.3 billion-asset North West Federal S&L Assn. last February, and the $297 million-asset Alliance Savings & Loan Assn. last March.

World Savings was involved in interstate mergers involving three associations last May. It acquired two Colorado-based thrifts — Majestic Savings FS&LA, Denver, with $1.2 billion in assets, and World Savings FS&LA,

➤ S&Ls: Page 31

Continental Plans Cut in Loan Level

By RICHARD RINGER

CHICAGO — Continental Illinois Corp. this year plans a "modest reduction" in its level of commercial loans on top of the already expected decline in loan volume by corporate borrowers.

Continental also anticipates being able to reduce its nonperforming credits by $500 million from the $1.9 billion mark at the end of last year. Working off the nonperforming credits is a "crucial point — not only for what it does to improve our [earnings] results, but in how it improves everyone's perception of our performance and our prospects," said Roger E. Anderson, Continental's chairman and chief executive officer.

These steps are part of Continental's 1983 tactical plan, which was outlined for employees this week by Mr. Anderson. Continental is the parent company of Continental Illinois National

➤ Continental: Page 7

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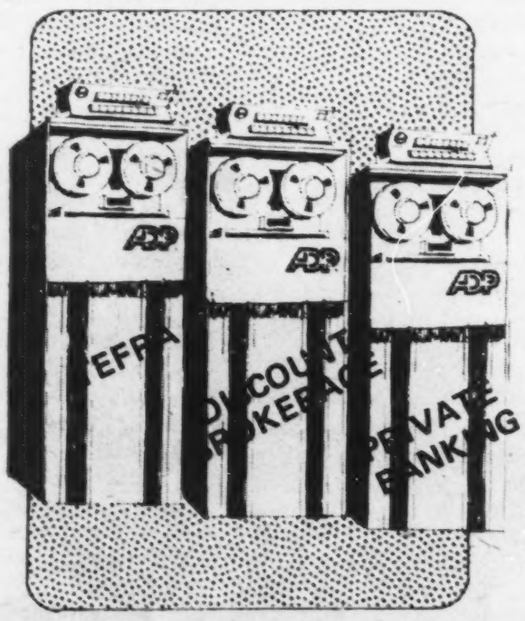

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A DIVISION OF HARVEY BASKIN & COMPANY

Top 100 Savings and Loan Associations in the U.S.

December 31, 1982, Compared with December 31, 1981

In order of Size of Total Deposits

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Rank Dec. 31, 1982	Name of Association	DEPOSITS Amount 12/31/82 $	DEPOSITS Amount 12/31/81 $	Rank 12/31/81	Gain	TOTAL ASSETS Amount 12/31/82 $	TOTAL ASSETS Amount 12/31/81 $	ACCOUNTS 12/31/82 Number	ACCOUNTS 12/31/81 Number	INTEREST RATE ON NEW ACCOUNTS(a) 12/31/82 %	INTEREST RATE ON NEW ACCOUNTS(a) 12/31/81 %
1	Home Savings of America, FS&LA, Los Angeles	11,828,936,000	11,084,166,771	1		16,265,153,000	14,506,927,118	1,897,111	2,090,820	5.250 - 14.800	5.250 - 16.550
2	Great Western Savings, FS&LA, Beverly Hills	8,745,669,000	7,849,947,679	2		12,558,419,000	10,619,453,000	1,320,551	1,063,180	5.250 - 8.653	5.250 - 16.550
3	California Fed. Savings & Loan Assn., Los Angeles	7,573,054,020	5,159,044,248	5	+ 2	10,213,289,924	7,473,871,448	881,508	687,591	5.250 - 12.930	5.250 - 16.550
4	Glendale Federal Savings & Loan Assn., Calif	6,775,271,908	5,882,068,179	4		8,180,601,989	7,860,717,538	878,997	750,000	5.500 - 14.800	5.500 - 16.104
5	American Savings, FS&LA, Beverly Hills	6,241,282,514	6,385,568,779	3		9,359,681,347	9,748,551,371	859,775	882,893	5.250 - 11.500	5.250 - 16.550
6	Talman Home Federal Savings & Loan Assn., Chicago	5,065,075,102	2,743,654,072	13	+ 7	6,482,788,610	3,732,612,570	755,539	390,652	5.250 - 14.800	5.250 - 16.550
7	State Savings & Loan Assn., Stockton, Calif	4,904,237,000	2,747,715,863	12	+ 5	6,506,386,000	3,662,589,850	70,198	107,321	5.250 - 14.800	5.250 - 16.550
8	World Savings, FS&LA, Oakland, Calif	4,843,681,730	2,552,619,086	16	+ 8	7,276,400,730	4,839,184,443	802,281	439,103	5.250 - 14.800	5.250 - 16.550
9	Home Fed. Savings & Loan Assn. of San Diego, Calif	4,528,194,000	3,332,754,623	7		6,131,254,000	5,248,888,219	N.A.	494,545	N.A.	5.250 - 16.550
10	First Nationwide Savings, FS&LA, San Francisco	4,480,547,578	4,666,045,323	6		7,312,796,964	7,023,450,004	805,396	421,447	5.250 - 14.800	5.250 - 16.550
11	Coast Federal Savings of America, FS&LA, Los Angeles	3,460,897,406	.....	...		4,680,068,310	.....	489,726	.....	5.500 - 11.500	.....
12	Imperial Savings & Loan Assn., FS&LA, San Francisco	3,402,972,154	3,284,398,615	8		4,705,338,473	4,635,247,778	483,309	487,295	5.250 - 14.800	5.250 - 16.550
13	City Federal Savings & Loan Assn., Elizabeth, N.J	3,385,792,000	2,403,000,000	18	+ 5	4,527,825,000	3,341,000,000	630,902	N.A.	5.250 - 14.800	N.A.
14	First Federal Savings & Loan Assn., Chicago	3,309,391,701	2,839,538,315	11		N.A.	3,608,316,420	584,492	494,313	5.250 - 14.800	5.250 - 16.550
15	Standard Federal Savings & Loan Assn., Troy, Mich	3,284,918,206	3,108,892,535	10		3,775,707,070	3,445,909,477	505,942	N.A.	5.250 - 14.000	5.250 - 16.104
16	First Federal Savings & Loan Assn., Detroit	3,281,083,653	3,209,652,409	9		5,228,907,139	3,977,284,382	565,235	550,731	5.250 - 10.750	5.250 - 12.698
17	Empire of America FSA, Buffalo, N.Y	3,211,273,224	.....	...		4,212,300,459	.....	690,139	.....	5.250 - 14.800	.....
18	Great American Federal S & L Assn., San Diego, Calif	3,198,394,021	2,030,833,103	22	+ 4	4,463,342,619	2,973,850,570	501,077	341,470	5.250 - 14.800	5.250 - 16.104
19	Gibraltar Savings, FS&LA, Beverly Hills	2,937,027,738	2,604,669,000	15		4,812,991,467	4,756,237,000	402,225	423,338	5.250 - 14.800	5.250 - 16.500
20	Carteret Savings & Loan Assn., FA, Newark, N.J	2,932,181,094	1,515,652,962	37	+ 17	3,623,887,458	1,930,115,097	464,691	232,747	5.250 - 14.800	5.250 - 16.550
21	AmeriFirst Federal Savings & Loan Assn., Miami	2,756,057,467	2,610,698,438	14		3,910,194,296	3,361,632,219	418,569	N.A.	5.250 - 10.250	N.A.
22	Gibraltar Savings Assn., Houston	2,704,915,745	2,548,374,161	17		3,977,026,801	3,615,018,882	276,962	N.A.	5.250 - 14.800	5.250 - 16.550
23	First Federal Savings & Loan Assn., Rochester, N.Y	2,691,710,406	1,685,396,000	28	+ 5	4,023,741,567	2,133,104,000	684,094	377,560	5.250 - 11.350	5.250 - 16.550
24	Northeast Savings, FA, Hartford, Conn	2,535,343,775	.....	...		3,064,135,192	.....	542,464	.....	5.000 - 12.000	.....
25	Allstate Savings & Loan Assn., Los Angeles	2,516,217,973	2,270,000,000	20		3,543,919,544	3,300,000,000	393,459	383,000	5.250 - 14.800	5.250 - 16.550
26	Florida Federal Savings & Loan Assn., St. Petersburg	2,441,871,773	1,917,115,417	25		3,099,281,496	2,402,283,272	392,420	289,885	5.250 - 14.800	5.250 - 16.104
27	Twin City Federal Savings & Loan Assn., Minneapolis	2,344,671,000	2,087,119,273	21		3,140,198,000	2,756,552,833	574,367	541,021	5.250 - 14.000	5.250 - 16.550
28	United Savings & Loan Assn., Culver City, Calif	2,228,495,000	.....	...		3,066,139,000	.....	294,000	.....	5.250 - 11.500	.....
29	American Savings & Loan Assn. of Florida, Miami	2,213,411,206	1,977,792,000	23		2,562,041,926	2,339,168,000	237,867	211,888	5.250 - 14.270	5.250 - 13.450
30	Community Federal Savings & Loan Assn., St. Louis, Mo.	2,115,841,878	1,964,611,454	24		2,583,382,380	2,526,626,471	495,864	471,925	5.250 - 14.800	5.250 - 16.550
31	University Savings Assn., Houston	2,007,145,004	1,655,957,044	30		2,511,175,281	2,117,299,834	323,455	394,722	5.250 - 14.800	5.250 - 16.550
32	Coral Gables Federal Savings & Loan Assn., Fla	2,001,049,292	1,294,222,939	48	+ 16	2,275,552,862	1,472,761,963	312,160	205,930	5.250 - 14.800	5.250 - 16.550
33	Farm & Home Savings Assn., Nevada, Mo	1,954,105,859	1,864,462,197	26		2,488,594,552	2,284,104,220	311,610	304,313	5.250 - 10.000	5.250 - 16.550
34	Benjamin Franklin Federal S & L Assn., Portland, Ore	1,949,480,488	872,566,149	93	+ 59	3,240,861,412	1,096,798,689	366,549	194,655	5.250 - 14.800	5.250 - 16.550
35	Citicorp Savings, FS&LA, San Francisco	1,926,074,325	1,408,005,216	42	+ 7	3,005,100,522	2,922,518,000	237,586	280,092	5.250 - 14.800	5.250 - 16.550
36	Suffolk County Federal S & L Assn., Centereach, N.Y	1,915,425,366	950,154,589	84	+ 48	2,502,794,732	1,117,817,848	469,378	211,363	5.250 - 14.800	5.250 - 13.450
37	Western Savings & Loan Assn., Phoenix, Ariz	1,900,265,000	1,738,633,603	27		2,582,020,000	2,210,043,141	N.A.	342,095	N.A.	5.250 - 16.550
38	Georgia Federal Savings & Loan Assn., Atlanta	1,878,196,266	1,671,418,060	29		2,210,158,907	2,006,894,439	358,152	N.A.	5.250 - 14.800	5.250 - 15.900
39	Atlantic Financial Federal Savings & Loan Assn, Philadelphia	1,799,278,822	.....	...		2,045,498,333	.....	394,866	.....	5.250 - 14.800	.....
40	First Texas Savings Assn., Dallas	1,783,845,138	1,629,413,284	32		2,402,680,324	2,132,507,217	293,731	287,503	5.250 - 14.800	5.250 - 16.550
41	First Federal Savings & Loan Assn., Phoenix, Ariz	1,743,498,687	1,472,930,214	39		2,561,252,747	2,001,667,122	308,431	260,407	5.250 - 14.800	5.250 - 16.550
42	Dade Savings & Loan Assn., Miami	1,738,788,975	1,561,445,484	33		2,170,414,358	2,137,680,462	301,620	287,597	5.250 - 14.800	5.250 - 16.550
43	Biscayne Federal Savings & Loan Assn., Miami	1,727,115,000	1,652,228,309	31		1,852,078,000	1,847,179,197	175,546	193,000	5.250 - 14.120	5.250 - 16.550
44	Suburban Savings & Loan Assn., Wayne, N.J	1,654,401,237	1,455,590,490	41		1,918,763,406	2,119,652,769	327,054	275,063	5.250 - 14.800	5.250 - 16.550
45	American Savings & Loan Assn., Salt Lake City, Utah	1,646,829,903	1,519,439,935	36		2,345,706,937	2,468,544,026	N.A.	443,620	5.250 - 14.000	5.250 - 13.000
46	TRANSOHIO Savings Assn., Cleveland	1,623,354,000	1,555,824,000	34		2,058,735,000	1,877,991,000	N.A.	302,405	N.A.	5.500 - 16.550
47	Central Federal Savings & Loan Assn., San Diego, Calif	1,610,292,000	1,288,347,000	49	+ 2	2,233,478,000	1,979,099,000	173,745	162,474	5.250 - 14.800	5.250 - 16.550
48	Broadview Savings & Loan Co., Cleveland	1,558,559,991	1,525,467,873	35		1,934,020,428	1,837,080,260	319,492	326,159	5.250 - 12.000	5.250 - 16.104
49	Fulton Federal Savings & Loan Assn., Atlanta	1,532,747,296	1,059,604,431	69	+ 20	1,720,348,470	1,281,222,485	305,958	153,907	5.250 - 10.500	5.250 - 16.550
50	Pacific First Fed. Savings & Loan Assn., Tacoma, Wash	1,526,576,675	1,312,480,967	46		2,160,803,719	1,763,607,768	237,150	208,071	5.250 - 10.000	5.250 - 16.104
51	Perpetual American Fed. S & L Assn., McLean, Va	1,465,503,000	1,056,389,370	73	+ 22	2,112,285,000	1,461,976,452	303,764	230,596	5.250 - 14.800	5.250 - 16.200
52	Bell Federal Savings & Loan Assn., Chicago	1,448,868,982	1,467,075,872	40		1,567,000,938	1,602,953,555	178,247	25,506	5.250 - 13.232	5.250 - 16.104
53	St. Paul Federal Savings & Loan Assn., Chicago	1,426,178,473	1,377,487,758	44		1,811,815,242	1,645,698,046	325,530	321,529	5.250 - 14.800	5.500 - 16.550
54	Santa Barbara Savings & Loan Assn., Calif	1,399,592,401	1,508,869,029	38		2,066,360,659	2,061,331,400	226,932	267,751	5.500 - 14.290	5.250 - 16.100
55	Western Federal Savings & Loan Assn., Denver	1,397,661,823	1,053,591,328	74	+ 19	1,801,534,799	1,394,303,351	233,190	186,062	5.250 - 12.000	5.250 - 16.550
56	United Savings Assn., Houston	1,380,968,625	1,392,679,061	43		1,939,848,245	1,836,586,096	201,216	200,418	5.250 - 14.800	5.250 - 15.000
57	Midwest Federal Savings & Loan Assn., Minneapolis	1,366,115,893	1,261,567,308	50		1,824,834,331	1,859,574,057	236,825	N.A.	5.250 - 9.700	N.A.
58	Capitol Federal Savings & Loan Assn., Topeka, Kan	1,347,955,851	1,222,660,641	51		1,563,894,468	1,483,200,119	118,801	254,585	5.250 - 11.000	5.250 - 15.150
59	Pioneer Federal Savings & Loan Assn., Clearwater, Fla	1,345,965,566	1,032,913,637	75	+ 16	1,531,574,330	1,219,925,984	193,658	147,255	5.250 - 10.500	5.250 - 16.550
60	Astoria Federal Savings & Loan Assn., Queens, New York	1,343,029,526	1,187,140,924	55		1,733,587,698	1,579,109,685	205,748	198,786	5.500 - 14.800	5.250 - 16.550
61	Atlantic Federal S & L Assn., Fort Lauderdale, Fla	1,333,557,722	1,150,942,709	56		1,539,005,874	1,340,391,936	216,970	205,088	5.250 - 13.805	5.250 - 16.104
62	Dallas Federal Savings & Loan Assn	1,332,712,250	1,114,320,971	62		1,589,685,085	1,432,710,764	204,525	185,984	5.500 - 11.000	5.250 - 13.450
63	Valley Federal S & L Assn., Van Nuys, Calif	1,321,063,000	1,073,682,000	67	+ 4	1,781,052,000	1,595,378,000	184,009	N.A.	5.500 - 14.800	5.250 - 16.550
64	Fidelity Federal S & L Assn., Glendale, Calif	1,309,299,979	1,131,248,392	60		1,747,602,994	1,751,907,704	203,310	177,625	5.250 - 14.800	5.250 - 16.550
65	Far West Federal Savings & Loan Assn., Portland, Ore	1,276,293,836	1,072,211,054	68	+ 3	1,848,485,127	1,560,112,977	N.A.	226,681	N.A.	5.250 - 16.550
66	Ohio Savings Assn., Cleveland	1,271,991,149	1,216,600,678	53		1,652,843,621	1,692,251,925	243,052	264,582	5.250 - 13.476	5.500 - 16.550
67	Security Savings & Loan Assn., Milwaukee, Wis	1,269,319,099	1,118,505,590	61		1,438,876,337	1,259,759,464	256,663	200,863	5.250 - 13.230	5.250 - 16.100
68	Great Lakes Federal S & L Assn., Ann Arbor, Mich	1,268,872,478	698,536,706	117	+ 49	1,553,024,559	830,602,423	245,414	140,085	5.250 - 12.000	5.250 - 15.243
69	Decatur Federal Savings & Loan Assn., Ga	1,238,696,545	1,057,131,697	72	+ 3	1,336,988,017	1,251,633,544	278,271	252,035	5.250 - 11.000	5.250 - 15.846
70	Commercial Federal Savings & Loan Assn., Omaha, Neb.	1,219,083,442	1,192,544,493	54		1,772,112,418	1,554,424,596	163,161	275,487	5.250 - 14.100	5.250 - 16.550
71	Empire of America FSA, De Land, Fla	1,186,159,000	467,433,000	197	+126	1,408,838,000	551,844,000	N.A.	N.A.	N.A.	N.A.
72	Guarantee Savings, FS&LA, Fresno, Calif	1,177,434,446	1,114,297,720	63		2,011,288,601	1,686,397,012	188,632	197,466	5.250 - 14.800	5.250 - 16.550
73	Columbia Savings, FS&LA, Denver	1,173,104,677	945,846,389	85	+12	1,453,222,294	1,230,846,417	190,782	219,915	5.250 - 14.607	5.250 - 16.550
74	Fortune Federal Savings & Loan Assn., Clearwater, Fla	1,172,529,888	1,075,135,364	66		1,273,186,368	1,176,408,780	177,320	167,990	5.250 - 10.250	5.250 - 16.550
75	Houston First American Savings Assn	1,172,370,508	1,143,597,907	58		1,552,675,175	1,589,991,627	184,466	N.A.	5.250 - 14.800	N.A.
76	Empire Savings Building & Loan Assn., Denver	1,152,871,369	959,711,872	82	+ 6	1,556,088,959	1,323,839,841	198,511	184,664	5.250 - 10.000	5.250 - 16.550
77	Chase Federal Savings & Loan Assn., Miami	1,135,537,636	1,308,655,640	47		1,560,600,751	1,542,430,451	154,641	178,565	5.250 - 14.800	5.250 - 16.550
78	Financial Fed. Savings & Loan Assn., Miami Beach, Fla	1,122,938,128	1,100,587,833	64		1,241,093,193	1,227,072,497	166,522	170,218	5.250 - 14.800	5.250 - 16.550
79	First Federal Savings & Loan Assn., Minneapolis	1,122,262,307	1,028,563,936	76		1,522,840,623	1,446,950,212	278,000	233,993	5.250 - 14.800	5.250 - 16.550
80	Honolulu Federal Savings & Loan Assn., Hawaii	1,121,604,884	969,283,375	80		1,719,799,112	1,464,856,533	301,513	307,775	5.250 - 13.450	5.250 - 16.550
81	Gem Savings Assn., Dayton, Ohio	1,119,378,528	934,056,474	88	+ 7	1,354,820,994	1,171,980,501	207,936	182,998	5.250 - 14.800	5.500 - 16.550
82	Pacific Fed. Savings & Loan Assn., Costa Mesa, Calif	1,116,713,513	1,220,924,950	52		1,732,601,102	1,717,853,484	161,842	210,656	5.250 - 11.320	5.250 - 16.550
83	Downey Savings & Loan Assn., Costa Mesa, Calif	1,112,220,290	945,213,292	86	+ 3	1,577,792,672	1,438,187,186	229,491	199,600	5.250 - 14.800	5.500 - 16.550
84	Home Federal Savings & Loan Assn., St. Petersburg, Fla	1,078,098,103	1,058,722,707	70		1,199,188,488	1,189,707,060	145,464	128,699	5.250 - 9.250	5.500 - 16.550
85	Citizens Federal Savings & Loan Assn., Miami	1,074,521,996	953,023,905	83		1,286,210,495	1,140,695,920	147,167	122,642	5.250 - 14.800	5.250 - 16.300
86	San Antonio Savings Assn., Tex	1,070,886,901	859,632,837	95	+ 9	1,289,217,803	1,071,736,752	263,697	238,826	5.250 - 14.670	5.250 - 16.550
87	Sooner Federal Savings & Loan Assn., Tulsa, Okla	1,064,200,000	873,905,662	92	+ 5	1,404,864,000	1,158,594,952	177,278	94,811	5.250 - 14.350	5.250 - 16.500
88	First Federal Savings & Loan Assn., Pittsburgh	1,060,421,500	973,403,879	79		1,405,702,900	1,351,514,706	219,500	189,082	5.250 - 14.800	5.250 - 16.550
89	Citizens Federal Savings & Loan Assn., Dayton, Ohio	1,050,890,143	608,866,038	140	+ 51	1,165,309,937	718,359,578	199,132	124,489	5.250 - 14.800	5.250 - 16.550
90	Horizon Financial, FA, Southamption, Pa	1,045,745,274	336,244,483	286	+196	1,566,100,676	465,377,147	212,012	75,563	5.250 - 14.000	5.250 - 15.050
91	United First Fed. Savings & Loan Assn., Sarasota, Fla	1,037,905,249	966,228,888	81		1,228,250,374	1,159,577,424	155,647	144,210	5.250 - 14.800	5.250 - 16.104
92	Baltimore Federal Savings & Loan Assn	1,029,285,652	842,967,117	97	+ 5	1,427,990,149	1,153,932,102	238,804	N.A.	5.250 - 14.800	5.250 - 16.550
93	Hollywood Federal Savings & Loan Assn., Fla	1,028,392,883	1,019,998,624	77		1,146,117,509	1,129,224,858	206,120	217,293	5.250 - 14.800	5.250 - 16.550
94	Mercury Savings, FS&LA, Huntington Beach, Calif	1,013,247,413	869,548,876	94		1,328,000,000	1,153,276,272	173,000	164,411	5.250 - 11.500	5.500 - 16.020
95	Cardinal Federal Savings & Loan Assn., Cleveland	1,006,937,000	1,140,441,800	59		1,273,740,000	1,361,168,824	100,000	291,424	5.250 - 14.800	5.250 - 16.104
96	Loyola Federal Savings & Loan Assn., Baltimore	982,378,166	939,073,214	87		1,192,110,206	1,188,611,533	164,214	168,549	5.250 - 14.800	5.250 - 16.550
97	Landmark Savings Assn., Pittsburgh	975,582,320	549,622,919	154	+ 57	1,120,809,363	632,600,439	180,046	100,294	5.250 - 10.700	5.250 - 13.450
98	Bloomington Federal Savings & Loan Assn., Ill	973,018,826	627,334,987	138	+ 40	1,154,148,194	872,183,187	155,165	N.A.	5.250 - 14.800	5.500 - 13.450
99	Detroit & Northern Savings & Loan Assn., Hancock, Mich.	972,256,000	816,338,000	103	+ 4	1,189,125,000	917,843,000	183,604	168,043	5.250 - 14.800	5.250 - 16.104
100	Minnesota Federal Savings & Loan Assn., St. Paul	968,160,233	887,641,274	91		1,157,878,100	1,062,978,424	264,014	238,336	5.250 - 14.800	5.250 - 16.550

(a)—Range of interest rates is for all new accounts under $100,000, including interest-bearing NOW accounts and variable-rate certificates. In the case of the variable rate CDs, the rate shown is the highest offering rate in effect over the period 7/1/82 to 12/31/82. (b)—Based on revised data. Rank that S&L would have had if revised data had been available. (c)—Revised. N.A. —Not Available.

2nd 100 Largest Savings & Loan Associations in the U.S.

December 31, 1982, Compared with December 31, 1981

In order of Size of Total Deposits

Compiled by the American Banker Copyright 1983

Rank Dec. 31, 1982	Name of Association	DEPOSITS Amount 12/31/82 $	DEPOSITS Amount 12/31/81 $	Rank 12/31/81	Gain	TOTAL ASSETS Amount 12/31/82 $	TOTAL ASSETS Amount 12/31/81 $	ACCOUNTS 12/31/82 Number	ACCOUNTS 12/31/81 Number	INTEREST RATE ON NEW ACCOUNTS(a) 12/31/82 %	INTEREST RATE ON NEW ACCOUNTS(a) 12/31/81 %
101	Leader Federal Savings & Loan Assn., Memphis, Tenn....	956,004,158	857,513,888	96		1,087,633,723	1,080,135,847	164,680	141,437	5.250 - 14.800	5.250 - 14.410
102	Chicago Federal Savings & Loan Assn.....	950,191,914	269,547,000	369	+267	1,195,585,771	360,410,000	N.A.	N.A.	5.250 - 12.340	N.A.
103	Security First Fed. S & L Assn., Daytona Beach, Fla.....	949,206,444	756,141,096	108	+ 5	1,083,151,612	851,254,577	50,009	116,143	5.250 - 14.800	5.250 - 15.721
104	Southwest Savings & Loan Assn., Phoenix, Ariz.....	935,502,599	902,066,798	89		1,151,896,168	1,096,803,895	167,122	168,583	5.250 - 14.800	5.250 - 16.550
105	Freedom Savings & Loan Assn., Tampa, Fla.....	932,797,248	1,079,499,928	65		1,325,846,418	1,363,859,885	175,106	176,359	N.A.	5.250 - 15.260
106	Southern California Savings & Loan Assn, Beverly Hills...	923,510,000	801,333,134	104		1,134,298,000	1,047,420,856	86,099	N.A.	5.500 - 14.800	5.500 - 14.000
107	San Francisco Federal Savings & Loan Assn.....	913,697,891	890,102,275	90		1,312,141,260	1,139,002,076	128,665	125,817	5.250 - 14.800	5.250 - 16.550
108	Bay View Fed. Savings & Loan Assn., San Mateo, Calif..	912,322,000	838,926,321	99		1,285,222,000	1,147,363,708	N.A.	170,787	N.A.	5.500 - 16.550
109	Mid-America Federal Savings & Loan Assn., Columbus, Ohio	908,387,106	520,251,686	170	+ 61	1,078,151,038	653,662,191	177,434	91,424	5.250 - 14.800	5.250 - 16.550
110	Third Federal Savings & Loan Assn., Cleveland.....	903,870,887	834,087,164	100		1,024,106,583	955,465,092	142,170	138,317	5.000 - 14.800	5.250 - 16.104
111	American Savings Assn., Springfield, Ill.....	900,710,774	.....	...		1,008,322,455	.....	161,850	.....	5.250 - 10.000	.....
112	Columbia Banking Federal S & L Assn. Rochester, N.Y...	887,226,857	825,624,862	102		980,556,880	969,870,059	210,530	184,585	5.250 - 14.800	5.500 - 16.550
113	First Federal Savings & Loan Assn., Little Rock, Ark.....	886,670,555	411,009,326	224	+111	1,201,740,379	503,129,341	186,710	97,155	5.250 - 14.800	5.250 - 16.550
114	First Savings Association of Wisconsin, Milwaukee.....	881,450,741	830,212,300	101		1,144,597,260	1,160,091,709	220,622	201,693	5.500 - 14.800	5.250 - 16.550
115	Coast Federal Savings & Loan Assn., Sarasota, Fla.....	878,763,000	623,881,948	139	+ 24	952,787,000	742,304,173	N.A.	96,589	N.A.	5.250 - 16.550
116	First Southern Fed. Savings & Loan Assn., Mobile, Ala...	866,799,604	635,747,392	137	+ 21	949,062,596	719,838,464	177,065	122,685	5.250 - 14.700	5.250 - 16.550
117	First Federal Savings & Loan Assn., Greenville, S.C.....	857,223,965	399,975,858	228	+111	986,445,973	464,294,661	186,617	75,058	5.250 - 14.700	5.250 - 16.550
118	First Federal Savings & Loan Assn., Jacksonville, Fla.....	845,952,046	468,476,782	195	+ 77	981,180,595	543,796,352	131,096	94,783	5.250 - 14.800	5.250 - 16.550
119	Lincoln Federal Savings & Loan Assn., Westfield, N.J.....	832,047,000	548,778,000	156	+ 37	939,315,000	609,757,000	N.A.	107,332	N.A.	5.250 - 16.550
120	First Federal Savings & Loan Assn., Lincoln, Neb.....	805,378,843	707,921,665	115		1,200,921,242	1,034,096,226	198,467	177,073	5.250 - 10.200	5.250 - 13.450
121	Continental Federal Savings & Loan Assn., Cleveland.....	798,206,510	840,821,300	98		1,045,337,745	1,105,583,343	147,204	164,000	5.250 - 12.000	5.250 - 16.550
122	First Federal Savings & Loan Assn., Orlando, Fla.....	783,170,961	548,526,860	157	+ 35	1,002,471,933	671,647,370	143,863	103,714	5.250 - 14.800	5.250 - 16.550
123	Flagler Federal Savings & Loan Assn., Miami.....	781,391,000	726,172,476	111		944,495,000	810,626,168	N.A.	124,450	N.A.	5.500 - 13.450
124	Metropolitan Federal Savings & Loan Assn., Fargo, N.D..	774,208,021	480,917,152	186	+ 62	1,011,453,987	664,582,404	147,047	89,354	5.250 - 14.800	5.250 - 16.550
125	Far West Savings & Loan Assn., Newport Beach, Calif....	756,603,000	746,322,376	110		1,078,457,000	1,029,814,407	N.A.	N.A.	N.A.	5.500 - 16.550
126	First City Federal S & L Assn., Bradenton, Fla.....	754,825,248	423,964,776	219	+ 93	859,513,648	516,689,819	103,495	60,073	5.250 - 14.800	5.250 - 16.550
127	American Charter Federal S & L Assn., Lincoln, Neb.....	749,612,000	770,144,655	106		1,023,346,000	1,031,975,432	164,000	163,347	5.250 - 14.800	5.250 - 16.550
128	Eureka Federal Savings & Loan Assn., San Francisco.....	743,584,841	685,718,506	120		1,024,526,747	1,013,041,754	159,042	144,844	5.250 - 11.000	5.250 - 15.949
129	Buckeye Federal Savings & Loan Assn., Columbus, Ohio	742,191,927	710,194,331	114		1,039,091,392	1,023,032,534	136,332	159,823	5.500 - 14.800	5.250 - 16.550
130	First Federal Savings & Loan Assn., Toledo, Ohio.....	739,700,272	692,703,532	118		808,313,705	786,951,340	132,950	132,960	5.250 - 14.800	5.250 - 16.550
131	Eagle Savings Assn., Cincinnati.....	738,315,731	681,048,468	123		884,704,687	875,514,567	137,437	N.A.	5.250 - 14.800	5.500 - 13.450
132	Diamond Savings & Loan Co., Findlay, Ohio.....	737,992,027	646,515,431	132		842,317,649	773,132,964	215,660	185,511	5.250 - 13.669	5.250 - 16.550
133	Nevada Savings & Loan Assn., Las Vegas.....	736,574,000	492,773,000	182	+ 49	932,599,000	653,881,000	100,731	N.A.	5.250 - 14.800	5.250 - 16.550
134	Cragin Federal Savings & Loan Assn., Chicago.....	731,407,002	685,513,125	121		924,814,956	868,573,048	112,657	111,388	5.250 - 13.482	5.250 - 13.000
135	Columbia First Federal S & L Assn., Washington, D.C.....	721,639,744	690,180,960	119		906,605,373	914,395,670	97,195	102,062	5.250 - 14.800	5.250 - 16.550
136	Midland Federal Savings & Loan Assn., Denver.....	720,758,000	715,281,437	113		1,009,708,000	1,001,257,996	115,000	114,723	5.250 - 14.800	5.250 - 16.550
137	Century FS & LA of Long Island, Cedarhurst, N.Y.....	708,227,841	637,408,614	136		756,441,809	768,575,336	125,792	134,978	5.250 - 14.800	5.500 - 16.550
138	Sacramento Savings & Loan Assn., Calif.....	706,773,554	726,112,404	112		928,760,019	882,578,266	113,992	146,575	5.500 - 13.650	5.250 - 16.550
139	First Federal Savings & Loan Assn., New Haven, Conn....	706,090,032	668,090,505	127		750,937,695	735,954,243	139,540	117,618	5.250 - 14.800	5.250 - 16.104
140	Texas Federal Savings & Loan Assn., Dallas.....	704,693,703	594,528,723	144	+ 4	1,068,577,525	809,057,529	117,700	105,626	5.250 - 13.250	5.250 - 12.698
141	Roosevelt Federal Savings & Loan Assn., St. Louis, Mo..	698,005,345	699,915,350	116		834,549,494	858,274,996	139,679	143,751	5.250 - 11.000	5.250 - 16.500
142	Pomona First Fed. Savings & Loan Assn., Calif.....	695,436,627	677,775,150	124		824,951,622	806,829,414	N.A.	N.A.	N.A.	N.A.
143	First Federal Savings & Loan Assn., Wilmette, Ill.....	695,218,000	325,168,924	301	+158	839,825,000	420,968,228	N.A.	57,347	N.A.	5.250 - 16.550
144	National Permanent Fed. S & L Assn., Washington, D.C..	688,950,003	670,087,466	126		886,150,350	981,677,622	93,787	103,663	5.250 - 14.800	5.250 - 16.550
145	Gill Savings Assn., Hondo, Tex.....	683,769,000	344,334,000	275	+130	748,754,000	529,913,000	N.A.	N.A.	N.A.	N.A.
146	St. Louis Federal Savings & Loan Assn.....	679,275,000	.....	...		871,829,000	.....	150,000	.....	5.250 - 10.000	.....
147	Columbia Savings, FS&LA, Queens, New York.....	679,233,000	675,932,486	125		750,886,000	787,666,069	N.A.	144,601	N.A.	5.500 - 13.450
148	Commonwealth Federal S & L Assn., Norristown, Pa.....	675,948,362	492,689,316	183	+ 35	765,435,367	559,115,178	152,730	112,110	5.500 - 9.550	5.500 - 16.104
149	First Federal S & L Assn. of Puerto Rico, Santurce.....	669,673,000	681,431,755	122		1,019,009,000	1,046,027,913	N.A.	192,474	N.A.	4.500 - 13.250
150	Cumberland Federal Savings & Loan Assn., Louisville, Ky.	669,466,812	337,514,631	283	+133	829,490,237	419,116,185	110,823	64,800	5.250 - 14.800	5.250 - 16.500
151	Columbia Savings & Loan Assn., Fair Lawn, N.J.....	666,748,797	641,374,111	134		750,150,321	710,082,195	N.A.	126,429	5.500 - 13.000	5.250 - 14.320
152	Citizens Savings Assn., Canton, Ohio.....	658,489,000	653,418,000	131		780,885,000	761,425,000	N.A.	N.A.	N.A.	N.A.
153	Western Fed. Savings & Loan Assn., Los Angeles.....	657,092,004	571,933,419	148		958,231,381	758,007,466	124,125	N.A.	5.250 - 11.250	5.250 - 14.000
154	Albuquerque Federal Savings & Loan Assn., N.M.....	650,819,143	552,038,870	152		928,523,185	715,262,142	112,978	83,541	5.250 - 10.750	5.250 - 16.550
155	Mutual Savings & Loan Assn. of Wisconsin, Milwaukee....	647,031,557	656,967,352	129		750,517,739	754,586,249	N.A.	N.A.	5.250 - 13.669	5.250 - 16.550
156	Security Federal Savings & Loan Assn., Columbia, S.C....	646,995,000	305,062,000	317	+161	713,016,000	356,497,000	N.A.	N.A.	N.A.	N.A.
157	Great American Federal S & L Assn., Oak Park, Ill.....	645,211,526	409,919,889	226	+ 69	878,819,042	466,135,089	119,431	74,887	5.250 - 14.800	5.250 - 16.550
158	Great Financial Federal S & L Assn., Louisville, Ky.....	641,643,433	475,540,952	189	+ 31	762,275,846	552,612,974	110,916	94,032	5.500 - 14.700	5.250 - 16.550
159	First Federal S & L Assn., West Palm Beach, Fla.....	637,284,366	637,433,132	135		741,538,664	757,435,663	104,610	105,324	5.250 - 13.669	5.250 - 16.550
160	Carondelet Savings & Loan Assn., St. Louis, Mo.....	636,953,000	566,967,904	149		717,848,000	730,291,824	N.A.	117,241	N.A.	5.250 - 16.550
161	First American Federal S & L Assn., Asheboro, N.C.....	632,444,000	.....	...		710,825,000	.....	N.A.	.....	N.A.	.....
162	Great Southern Federal S & L Assn., Savannah, Ga.....	632,025,246	341,039,000	279	+117	766,960,610	438,338,000	N.A.	N.A.	N.A.	N.A.
163	Lincoln Savings & Loan Assn., Monterey Park, Calif.....	631,755,927	600,669,718	142		834,547,954	760,273,054	N.A.	N.A.	5.250 - 11.250	5.500 - 14.000
164	First Federal S & L Assn. of Oakland. Pontiac, Mich.....	626,492,486	503,658,699	179	+ 15	775,806,231	606,281,640	108,328	97,913	5.250 - 14.000	5.250 - 16.550
165	Beverly Hills Savings & Loan Assn.....	625,441,391	379,888,107	241	+ 76	820,846,107	617,812,352	27,157	41,674	5.250 - 14.800	5.250 - 16.550
166	Unifirst Federal Savings & Loan Assn., Jackson, Miss.....	624,008,313	511,459,563	174	+ 8	701,237,608	609,817,072	99,556	80,589	4.750 - 11.000	4.750 - 16.550
167	Anchor Savings & Loan Assn., Madison, Wis.....	622,909,752	513,074,156	173	+ 6	730,411,285	639,030,110	N.A.	117,271	5.250 - 13.750	5.250 - 13.200
168	State Savings Co., Columbus, Ohio.....	622,358,000	560,416,429	150		786,049,000	749,994,440	N.A.	119,323	N.A.	5.500 - 14.750
169	First Federal Savings & Loan Assn., Cleveland.....	619,536,771	440,669,084	213	+ 44	746,017,155	553,983,450	N.A.	N.A.	5.250 - 10.000	5.500 - 14.500
170	Home Federal Savings & Loan Assn., Palm Beach, Fla....	613,202,609	425,381,324	218	+ 48	711,704,884	556,355,753	63,299	62,332	5.250 - 14.800	5.500 - 14.330
171	American Fed. S & L Assn of Central Iowa, Des Moines.	610,548,628	463,968,092	198	+ 27	896,844,599	624,493,858	139,297	97,318	5.250 - 10.430	5.250 - 16.550
172	Capital Savings, FS&LA, Olympia, Wash.....	609,358,861	488,065,890	184	+ 12	778,407,238	717,571,347	117,661	105,303	5.250 - 14.800	5.500 - 16.550
173	First South Federal Savings & Loan Assn., Pine Bluff, Ark.	599,870,000	.....	...		729,383,000	.....	N.A.	.....	N.A.	.....
174	Naples Federal Savings & Loan Assn., Fla.....	596,543,490	519,295,014	171		827,647,543	726,502,311	87,209	82,028	5.250 - 14.800	5.250 - 16.550
175	Continental Federal Savings & Loan Assn., Arlington, Va.	594,634,648	337,192,561	284	+109	760,338,988	402,287,600	141,202	81,007	5.250 - 14.800	5.250 - 16.550
176	First Federal Savings & Loan Assn., Lake Worth, Fla.....	594,541,988	660,968,499	128		801,110,261	854,630,313	105,226	N.A.	5.250 - 10.500	5.250 - 13.450
177	Columbia Savings & Loan Assn., Beverly Hills.....	593,457,000	.....	...		1,120,887,000	.....	N.A.	.....	N.A.	.....
178	First Federal Savings & Loan Assn., Flourtown, Pa.....	592,709,000	580,744,000	147		844,545,000	884,548,000	94,000	60,000	5.250 - 13.620	5.250 - 12.930
179	Central Fed. S&L Assn. of Nassau Cty, Long Beach, N.Y.	589,910,544	533,053,076	163		783,453,153	788,753,486	227,266	141,741	5.250 - 9.838	5.500 - 14.125
180	Investors Savings & Loan Assn., Millburn, N.J.....	586,933,532	550,005,743	153		788,690,192	710,397,731	79,905	82,505	5.250 - 14.800	5.250 - 16.040
181	Fidelity Federal Savings & Loan Assn., Nashville, Tenn....	584,771,802	431,250,403	216	+ 35	684,948,364	510,470,932	96,063	79,000	5.250 - 14.550	5.500 - 16.104
182	Red Hill Savings & Loan Assn., Pa.....	578,127,872	504,654,275	177		739,777,062	685,461,386	112,711	99,100	5.250 - 14.800	5.250 - 16.550
183	Home Savings & Loan Co., Youngstown, Ohio.....	576,674,349	549,353,636	155		630,596,950	617,214,968	97,627	95,396	5.250 - 10.000	5.250 - 16.550
184	City Federal Savings & Loan Assn., Birmingham, Ala.....	575,721,824	536,424,425	162		695,893,663	645,366,583	100,278	96,000	5.250 - 9.000	5.250 - 12.875
185	First Federal Savings & Loan Assn., Canton, Ohio.....	572,984,405	446,168,690	206	+ 21	667,235,626	532,030,430	61,234	112,100	5.250 - 10.500	5.500 - 13.450
186	Suburbia Fed. Savings & Loan Assn., Garden City, N.Y...	570,439,252	558,654,194	151		601,911,489	657,542,334	125,309	126,716	5.250 - 14.800	5.250 - 13.450
187	Old Colony Co-operative Bank, Providence, R.I.....	569,067,442	547,821,000	158		741,624,974	639,450,000	N.A.	110,625	4.500 - 10.450	4.500 - 16.550
188	American Federal Savings & Loan Assn., Greenville, S.C.	568,627,112	272,326,000	364	+176	702,505,006	349,989,000	155,063	N.A.	5.250 - 14.800	N.A.
189	Standard Federal Savings & Loan Assn., Chicago.....	566,436,618	517,189,882	172		619,826,075	582,557,262	91,999	84,898	5.250 - 13.669	5.250 - 16.550
190	Mid America Federal Savings & Loan Assn., Cicero, Ill....	560,000,000	522,031,963	168		675,000,000	646,081,462	103,000	90,818	5.250 - 14.800	5.250 - 16.550
191	Metropolitan Federal S & L Assn., Nashville, Tenn.....	557,869,042	429,736,506	217	+ 26	673,541,815	567,533,563	113,402	81,489	5.250 - 14.800	5.250 - 16.250
192	Home Federal Savings & Loan Assn., Knoxville, Tenn.....	551,145,158	521,498,316	169		600,999,422	585,170,218	84,921	N.A.	5.250 - 9.700	5.250 - 12.698
193	First Fed. Savings & Loan Assn., Tarpon Springs, Fla.....	546,788,839	510,563,204	175		605,481,087	572,644,098	81,590	78,956	5.250 - 14.800	5.250 - 16.550
194	Local Federal Savings & Loan Assn., Oklahoma City.....	546,345,662	545,798,943	159		711,995,896	671,623,143	74,773	72,565	5.250 - 14.800	5.250 - 16.250
195	Home Federal Savings & Loan Assn., Tucson, Ariz.....	546,340,109	537,527,342	160		1,034,757,037	767,629,122	99,246	N.A.	5.250 - 14.800	5.250 - 16.550
196	Palmetto Federal Savings & Loan Assn., Fla.....	542,141,342	350,865,687	267	+ 71	687,583,324	481,845,820	111,624	48,446	5.250 - 10.750	5.250 - 16.500
197	Collective Federal S & L Assn., Egg Harbor City, N.J.....	538,776,294	460,980,017	199	+ 2	616,149,898	527,685,233	120,878	119,773	5.250 - 10.050	5.250 - 16.550
198	South Carolina Federal Savings & Loan Assn., Columbia	537,211,000	442,862,473	209	+ 11	608,759,000	533,364,138	97,551	82,234	5.250 - 14.800	5.250 - 16.550
199	First Home Federal Savings & Loan Assn., Greensboro, N.C.	534,377,513	528,124,453	164		577,301,577	585,635,779	90,056	93,285	5.250 - 12.750	5.250 - 16.550
200	Dixie Federal Savings & Loan Assn., New Orleans, La.....	533,489,000	382,813,000	238	+ 38	684,377,000	535,012,000	N.A.	N.A.	N.A.	N.A.

(a)—Range of interest rates is for all new accounts under $100,000, including interest-bearing NOW accounts and variable-rate certificates. In the case of the variable rate CDs, the rate shown is the highest offering rate in effect over the period 7/1/82 to 12/31/82. (b)—Based on revised data. Rank that SAL would have had if revised data had been available. (c)—Revised. N.A. —Not Available.

3rd 100 Largest Savings & Loan Associations in the U.S.

December 31, 1982, Compared with December 31, 1981

In order of Size of Total Deposits

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Rank Dec. 31, 1982	Name of Association	DEPOSITS Amount 12/31/82 $	DEPOSITS Amount 12/31/81 $	Rank 12/31/81	Gain	TOTAL ASSETS Amount 12/31/82 $	TOTAL ASSETS Amount 12/31/81 $	ACCOUNTS 12/31/82 Number	ACCOUNTS 12/31/81 Number	INTEREST RATE ON NEW ACCOUNTS(a) 12/31/82 %	INTEREST RATE ON NEW ACCOUNTS(a) 12/31/81 %
201	Frontier Fed. Savings & Loan Assn., Ponca City, Okla.....	529,038,000	469,439,758	192		644,098,000	597,465,671	N.A.	N.A.	N.A.	N.A.
202	United Home Federal Savings & Loan Assn., Toledo, Ohio	527,314,764	246,833,466	...		574,574,123	266,108,978	100,768	51,819	5.250 - 14.800	5.250 - 16.104
203	United Federal Savings & Loan Assn., Des Moines, Iowa	524,912,068	527,869,612	165		640,730,908	645,479,898	124,974	117,964	5.250 - 10.150	5.250 - 16.550
204	Crestmont Federal Savings & Loan Assn., Maplewood, N.J.	524,352,323	.....	...		611,060,367	.....	N.A.	.....	5.250 - 14.800	.....
205	Washington Federal Savings & Loan Assn., New York.....	520,086,936	503,878,880	178		627,444,377	620,876,089	96,234	87,147	5.250 - 14.800	5.500 - 16.550
206	Womens Federal Savings & Loan Assn., Cleveland.....	512,968,859	500,785,130	180		576,078,007	621,804,377	77,640	100,717	5.250 - 14.800	5.500 - 16.550
207	Home Federal Savings Association of Florida, Hollywood.	512,951,526	536,496,159	161		933,573,187	653,582,620	56,567	58,432	5.250 - 10.500	5.250 - 16.550
208	Savers Fed. Savings & Loan Assn., Little Rock, Ark.....	512,308,177	349,316,461	270	+ 62	628,896,791	393,556,464	83,832	70,790	5.250 - 10.950	5.250 - 16.550
209	Security Savings & Loan Assn., Vineland, N.J.....	507,514,738	.....	...		705,156,640	.....	105,591	.....	5.250 - 12.000	.....
210	Land of Lincoln Savings & Loan Assn., Berwyn, Ill.....	504,835,423	467,463,473	196		615,391,964	584,294,350	101,450	134,566	5.250 - 14.800	5.250 - 16.550
211	First Magnolia Federal S & L Assn., Hattiesburg, Miss....	500,535,999	380,973,832	239	+ 28	549,870,946	424,627,961	97,631	70,724	5.250 - 14.800	5.250 - 13.200
212	Virginia Federal Savings & Loan Assn., Richmond.....	497,000,165	450,495,522	205		593,987,507	532,555,343	N.A.	86,655	5.500 - 10.000	5.250 - 16.550
213	First Western Savings Assn., Las Vegas, Nev.....	495,249,000	456,072,000	201		709,969,000	699,133,000	N.A.	N.A.	5.250 - 14.000	5.250 - 16.100
214	Bayside Federal Savings & Loan Assn., Queens, New York	495,067,299	342,126,154	277	+ 63	541,882,867	358,727,345	97,600	67,490	5.250 - 13.670	5.250 - 16.104
215	Heritage Federal S & L Assn., Daytona Beach, Fla.....	488,526,166	454,274,418	203		574,129,534	541,611,764	74,636	73,007	5.250 - 14.000	5.250 - 16.550
216	Queen City Savings & Loan Assn., Plainfield, N.J.....	484,497,997	291,097,630	332	+116	532,662,706	368,234,886	N.A.	48,852	5.500 - 11.000	5.250 - 13.450
217	Reliance Fed. Savings & Loan Assn., Garden City, N.Y....	481,288,089	483,152,961	185		529,756,832	525,192,454	104,734	106,917	5.250 - 13.669	5.250 - 13.291
218	Washington Federal Savings & Loan Assn., Seattle.....	479,766,138	471,277,063	190		705,163,262	734,549,937	72,329	N.A.	5.250 - 13.750	5.500 - 13.000
219	First Homestead Federal S & L Assn., New Orleans, La..	479,056,162	355,589,177	260	+ 41	621,930,878	506,939,527	71,088	60,117	5.250 - 10.000	4.500 - 14.500
220	Shadow Lawn Savings & Loan Assn., Long Branch, N.J..	478,896,639	441,162,936	212		559,126,771	537,619,503	N.A.	89,639	5.250 - 14.800	5.250 - 16.104
221	Capitol Federal Savings & Loan Assn., Denver.....	478,621,120	455,319,828	202		718,891,603	647,790,854	139,837	N.A.	5.250 - 10.500	5.250 - 16.550
222	Uptown Federal Savings & Loan Assn., Chicago.....	475,369,390	412,154,018	222		513,856,902	521,301,087	93,518	91,695	5.250 - 10.500	5.250 - 16.550
223	Union Fed. Savings & Loan Assn., Los Angeles.....	474,646,807	498,216,748	181		738,569,723	682,773,769	68,460	N.A.	5.250 - 14.800	5.500 - 16.550
224	Continental Fed. Savings & Loan Assn., Oklahoma City...	474,195,043	470,993,061	191		674,360,294	634,118,501	71,343	N.A.	5.250 - 14.800	5.250 - 16.550
225	Jersey Shore Savings & Loan Assn., Toms River, N.J.....	473,996,000	350,046,343	269	+ 44	528,852,000	376,578,246	N.A.	73,069	N.A.	5.250 - 16.550
226	Pima Savings & Loan Assn., Tucson, Ariz.....	472,827,257	360,686,922	257	+ 31	714,195,442	475,912,012	59,661	50,075	5.250 - 14.800	5.250 - 16.550
227	Gate City Federal Savings & Loan Assn., Fargo, N.D.....	471,988,044	468,938,250	193		620,929,159	579,638,437	N.A.	99,890	5.250 - 14.800	5.250 - 16.550
228	Alabama Federal Savings & Loan Assn., Tuscaloosa.....	471,641,000	.....	...		560,541,000	.....	N.A.	.....	N.A.	.....
229	United Savings of America, FS&LA, Chicago.....	470,091,374	.....	...		514,710,951	.....	112,463	.....	5.500 - 14.800	.....
230	Mid Kansas Federal Savings & Loan Assn., Wichita.....	468,128,770	320,298,000	304	+ 74	598,773,523	399,720,000	107,120	N.A.	5.250 - 14.000	N.A.
231	First Federal Savings & Loan Assn., Honolulu, Hawaii.....	465,967,193	414,006,689	221		621,255,809	604,743,693	111,435	114,684	5.250 - 11.500	5.250 - 13.450
232	Harbor Federal Savings & Loan Assn., Fort Pierce, Fla...	463,622,001	384,936,057	237	+ 5	576,876,955	507,247,017	55,130	58,281	5.250 - 13.669	5.250 - 16.550
233	First Federal Savings & Loan Assn., Fort Myers, Fla.....	460,517,666	451,090,643	204		501,810,802	502,604,053	87,037	N.A.	5.250 - 14.800	5.250 - 16.550
234	Skokie Federal Savings & Loan Assn., Ill.....	460,049,755	367,480,266	252	+ 18	602,113,295	525,862,287	67,780	61,206	5.500 - 11.000	5.250 - 14.750
235	Joliet Federal Savings & Loan Assn., Ill.....	459,282,000	444,715,000	208		509,886,000	501,444,000	90,000	N.A.	5.250 - 13.700	N.A.
236	Fidelity Federal S & L Assn., West Palm Beach, Fla.....	456,155,020	441,987,850	210		538,854,173	541,379,593	67,860	66,765	5.250 - 14.770	5.250 - 13.450
237	United Postal Savings Assn., Kirkwood, Mo.....	454,262,505	468,505,256	194		889,422,634	738,297,786	103,463	100,673	5.500 - 10.000	5.250 - 16.550
238	Jefferson Fed. Savings & Loan Assn., Birmingham, Ala...	453,084,374	390,852,578	232		496,399,258	429,598,990	82,901	70,497	5.250 - 10.500	5.250 - 16.550
239	Duval Fed. Savings & Loan Assn., Jacksonville, Fla.....	450,011,918	304,180,000	319	+ 80	535,636,541	345,803,000	74,655	N.A.	5.250 - 14.800	N.A.
240	Home Federal Savings & Loan Assn., Queens, New York	444,720,520	445,782,146	207		548,046,203	561,496,276	66,582	66,172	5.250 - 14.800	5.500 - 16.550
241	Washington Federal S & L Assn., Washington, D.C.....	443,579,518	288,967,055	333	+ 92	724,905,911	467,938,568	71,870	59,696	5.250 - 14.030	5.250 - 16.550
242	Benjamin Franklin Savings Assn., Houston.....	437,567,549	268,279,592	370	+128	597,349,024	371,141,660	80,847	74,229	5.250 - 14.800	5.250 - 16.550
243	First Federal Savings & Loan Assn., Indianapolis.....	436,541,000	385,869,581	236		577,290,000	492,964,725	N.A.	58,947	N.A.	5.500 - 16.550
244	State Savings & Loan Assn., Salt Lake City, Utah.....	434,322,141	409,654,000	227		643,455,665	652,337,000	85,561	N.A.	5.250 - 14.800	N.A.
245	Harris Savings Assn., Harrisburg, Pa.....	433,358,334	353,201,461	264	+ 19	471,090,997	393,415,973	76,095	71,021	5.250 - 13.100	5.500 - 14.750
246	Peninsula Federal Savings & Loan Assn., Miami.....	430,566,564	435,551,781	214		516,479,891	507,508,281	50,353	64,178	5.250 - 14.800	5.250 - 16.104
247	Commonwealth Fed. Savings & Loan Assn., Lowell, Mass.	429,964,998	227,866,349	...		622,764,227	291,574,327	100,984	59,750	5.250 - 12.000	5.250 - 16.000
248	Caguas Federal Savings & Loan Assn., P.R.....	428,176,000	.....	...		660,436,000	.....	N.A.	.....	N.A.	.....
249	Hinsdale Federal Savings & Loan Assn., Ill.....	427,389,000	.....	...		507,259,000	.....	N.A.	.....	N.A.	.....
250	Midland Fin'l Savings & Loan Assn., Des Moines, Iowa....	426,493,399	398,166,447	229		549,654,481	551,563,118	78,045	80,608	5.250 - 14.450	5.250 - 16.550
251	Standard Federal Savings & Loan Assn., Gaithersburg, Md.	423,736,000	.....	...		525,183,000	.....	N.A.	.....	N.A.	.....
252	Republic Fed. Savings & Loan Assn., Altadena, Calif.....	422,954,672	410,800,214	225		543,493,611	528,944,009	76,311	N.A.	5.250 - 14.800	5.500 - 16.045
253	Olympic Federal Savings & Loan Assn., Franklin Park, Ill.	420,495,000	.....	...		N.A.	.....	68,861	.....	5.250 - 14.800	.....
254	Mutual Savings & Loan Assn., Bay City, Mich.....	417,549,390	411,418,922	223		482,902,706	452,905,863	95,955	40,425	5.240 - 13.232	5.250 - 16.550
255	Westchester Federal S & L Assn., New Rochelle, N.Y.....	417,505,563	329,226,963	296	+ 41	531,000,000	414,900,969	83,644	69,636	5.240 - 14.800	5.500 - 16.550
256	First Mutual Savings Association of Florida, Pensacola.....	415,909,749	377,744,624	244		481,214,615	448,891,268	71,271	59,135	5.250 - 10.350	5.500 - 12.698
257	Homestead Savings, FS&LA, San Francisco.....	415,168,879	323,120,437	303	+ 46	653,094,882	567,833,148	101,511	63,672	5.250 - 14.800	5.250 - 16.550
258	Berkeley Fed. Savings & Loan Assn., Short Hills, N.J.....	413,886,228	388,084,547	235		549,400,174	500,673,062	48,246	N.A.	5.250 - 13.690	5.250 - 16.550
259	Lamar Savings Assn., Austin, Tex.....	411,647,648	.....	...		716,289,314	.....	37,272	.....	5.250 - 14.800	.....
260	Anchor Savings Assn., Kansas City, Kan.....	411,069,468	380,156,507	240		510,567,285	480,068,182	81,171	83,099	5.250 - 10.625	5.250 - 16.550
261	Capitol Federal Savings & Loan Assn., Lansing, Mich.....	410,986,982	420,089,571	220		466,728,222	477,367,512	67,349	66,504	5.250 - 10.500	5.500 - 16.104
262	Prudential Federal S & L Assn., Salt Lake City, Utah.....	408,826,454	459,235,447	200		706,245,607	762,123,842	43,313	54,919	5.250 - 14.800	5.500 - 16.550
263	Future Federal Savings & Loan Assn., Louisville, Ky.....	406,781,000	.....	...		547,882,000	.....	N.A.	.....	N.A.	.....
264	Lincoln Federal Savings & Loan Assn., Louisville, Ky.....	406,166,000	.....	...		491,657,000	.....	N.A.	.....	N.A.	.....
265	Hunter Savings Assn., Cincinnati.....	404,849,000	441,514,813	211		515,743,000	555,369,797	N.A.	90,802	N.A.	5.500 - 13.450
266	Pelican Homestead & Savings Assn., New Orleans.....	402,453,703	.....	...		436,382,075	.....	64,396	.....	5.250 - 9.650	.....
267	St. Petersburg Federal Savings & Loan Assn., Fla.....	400,328,182	368,683,000	250		449,614,753	427,836,000	62,363	N.A.	5.250 - 14.800	N.A.
268	Statewide Savings & Loan Assn., Jersey City, N.J.....	399,231,835	282,611,780	342	+ 74	506,866,733	315,393,096	67,143	N.A.	5.250 - 12.000	5.500 - 16.010
269	Franklin First Federal S & L Assn., Wilkes-Barre, Pa.....	399,166,787	326,403,138	298	+ 29	458,210,457	375,230,411	100,000	N.A.	5.250 - 14.800	N.A.
270	Guaranty Federal Savings & Loan Assn., Galveston, Tex.	398,675,428	319,759,517	305	+ 35	434,939,527	382,295,286	53,975	58,279	5.250 - 14.800	5.250 - 16.000
271	Great Northwest Federal S & L Assn., Bremerton, Wash.	397,098,000	316,549,000	306	+ 35	513,846,000	422,569,000	N.A.	N.A.	N.A.	N.A.
272	First Federal Savings & Loan Assn., Atlanta.....	397,058,000	.....	...		494,600,000	.....	N.A.	.....	N.A.	.....
273	Los Angeles Federal Savings & Loan Assn.....	396,432,752	396,599,943	231		482,319,483	480,874,020	92,716	87,562	5.250 - 14.800	5.250 - 16.550
274	First Federal S & L Assn., Santa Monica, Calif.....	395,306,000	388,719,975	234		605,829,000	556,617,625	N.A.	67,538	N.A.	5.250 - 13.750
275	First Federal Savings & Loan Assn., Lakewood, Colo.....	394,188,074	367,705,689	251		480,690,089	446,688,136	N.A.	65,659	N.A.	5.250 - 16.550
276	Southwest Savings & Loan Assn., Los Angeles.....	393,947,642	377,006,659	247		539,119,717	562,518,236	58,247	53,408	5.250 - 13.769	5.250 - 16.550
277	North Jersey Savings & Loan Assn., Passaic, N.J.....	384,700,550	377,435,196	245		464,857,343	482,600,595	65,300	69,184	5.250 - 14.800	5.250 - 16.104
278	Freedom Federal Savings & Loan Assn., Berwyn, Ill.....	384,264,308	261,987,000	381	+103	461,884,952	323,537,000	81,656	N.A.	5.250 - 11.340	N.A.
279	Missouri Savings Assn., Clayton.....	383,899,000	331,277,000	293	+ 14	506,509,000	438,674,000	88,451	N.A.	5.250 - 14.800	N.A.
280	Guaranty Federal Savings & Loan Assn., Birmingham, Ala.	383,716,897	351,312,475	265		480,704,354	428,810,773	64,567	60,006	5.250 - 14.800	5.000 - 16.550
281	Flushing Fed. Savings & Loan Assn., Queens, New York.	383,333,832	356,963,854	259		407,249,527	385,248,385	60,061	63,122	5.250 - 12.000	5.250 - 12.698
282	York Federal Savings & Loan Assn., Pa.qs.	382,240,560	350,129,108	268		417,212,845	439,729,776	103,872	90,700	5.250 - 14.700	5.250 - 16.100
283	Home Owners Federal Savings & Loan Assn., Boston.....	381,990,000	302,349,647	321	+ 38	480,902,000	416,306,939	N.A.	N.A.	N.A.	5.250 - 16.550
284	Atlantic Permanent Federal S & L Assn., Norfolk, Va.....	381,873,372	332,121,803	290	+ 6	572,012,964	501,912,946	50,085	54,554	5.250 - 14.700	5.000 - 16.550
285	Peoples Savings Assn., Toledo, Ohio.....	381,207,886	378,866,980	242		413,115,655	436,300,860	50,253	58,195	5.250 - 10.000	5.500 - 16.550
286	Guaranty Savings & Loan Assn., St. Petersburg, Fla.....	380,288,375	278,877,000	352	+ 66	456,154,635	345,132,000	40,712	N.A.	5.250 - 12.000	N.A.
287	Capital-Union Savings, FA, Baton Rouge, La.....	380,117,023	.....	...		450,443,913	.....	59,006	.....	5.250 - 14.800	.....
288	Interstate Fed. Savings & Loan Assn., Washington, D.C...	376,947,655	377,119,396	246		485,880,807	503,400,197	57,120	61,892	5.250 - 10.500	5.250 - 16.550
289	First Federal Savings & Loan Assn., San Antonio, Tex.....	376,639,105	283,970,718	338	+ 49	506,700,999	363,793,139	N.A.	48,329	5.250 - 14.800	5.250 - 16.550
290	First Federal Savings & Loan Assn., Charleston, S.C.....	376,594,189	363,273,673	254		478,034,044	460,521,019	93,732	90,977	5.250 - 14.800	5.250 - 16.550
291	Sandia Federal Savings & Loan Assn., Albuquerque, N.M.	376,079,000	.....	...		446,854,000	.....	N.A.	.....	N.A.	.....
292	Security Homestead Assn., New Orleans.....	374,085,000	331,905,000	291		508,620,000	392,989,000	N.A.	N.A.	N.A.	N.A.
293	Clyde Federal S & L Assn., North Riverside, Ill.....	373,398,689	325,496,221	300	+ 7	431,158,030	371,360,619	58,175	51,500	5.500 - 14.800	5.250 - 16.550
294	Great American Federal S & L Assn., Homestead, Pa.....	372,672,142	361,065,537	256		404,330,967	403,439,159	66,646	66,130	5.250 - 13.750	5.250 - 16.104
295	First Federal Savings Assn. of Nevada, Reno.....	372,076,446	368,881,320	249		485,861,387	462,603,452	60,002	61,127	5.250 - 13.669	5.500 - 16.550
296	Olney Savings Assn., Tex.....	371,818,813	.....	...		474,651,000	.....	N.A.	.....	N.A.	.....
297	Mid-State Federal Savings & Loan Assn., Ocala, Fla.....	371,517,000	326,149,534	299	+ 2	456,000,000	424,380,844	N.A.	55,203	N.A.	5.250 - 16.550
298	Security Savings & Loan Assn., Tucson, Ariz.....	371,347,000	.....	...		688,352,000	.....	N.A.	.....	N.A.	.....
299	Bell Savings & Loan Assn., San Mateo, Calif.....	370,970,000	.....	...		471,506,000	.....	N.A.	.....	N.A.	.....
300	Family Federal Savings & Loan Assn., Saginaw, Mich.....	370,030,223	377,968,859	243		401,198,255	420,316,033	N.A.	N.A.	5.250 - 9.700	5.250 - 13.450

(a)—Range of interest rates is for all new accounts under $100,000, including interest-bearing NOW accounts and variable-rate certificates. In the case of the variable rate CDs, the rate shown is the highest offering rate in effect over the period 7/1/82 to 12/31/82. (b)—Based on revised data. Rank that S&L would have had if revised data had been available. (c)—Revised. N.A. —Not Available.

Geographic Breakdown of Top 300 Savings and Loans Including a Breakdown of Selected Deposit Accounts

Rank 12/31/82		Total Deposits 12/31/82	SELECTED BREAKDOWN OF DEPOSITS ON 12/31/82				
			91-Day Time Deposits	NOW Accounts	6-Month Money Market Cert.	30-Month Small Savers' Cert.	All-Savers Certificates
	ALABAMA						
116	First Southern Fed. Savings & Loan Assn., Mobile, Ala.	866,799,604	4,701,261	41,481,099	269,354,921	214,463,893	8,233,425
184	City Federal Savings & Loan Assn., Birmingham, Ala.	575,721,824	1,613,231	12,178,400	206,594,202	176,924,130	4,201,883
228	Alabama Federal Savings & Loan Assn., Tuscaloosa	471,641,000	N.A.	N.A.	N.A.	N.A.	N.A.
238	Jefferson Fed. Savings & Loan Assn., Birmingham, Ala.	453,084,374	1,096,602	8,826,846	156,779,364	143,753,446	4,272,850
280	Guaranty Federal Savings & Loan Assn., Birmingham, Ala.	383,716,897	981,652	16,909,619	139,822,589	118,062,621	3,089,993
	ARIZONA						
37	Western Savings & Loan Assn., Phoenix, Ariz.	1,900,265,000	N.A.	N.A.	N.A.	N.A.	N.A.
41	First Federal Savings & Loan Assn., Phoenix, Ariz.	1,743,498,687	4,498,914	58,264,349	396,290,852	538,710,486	13,825,078
104	Southwest Savings & Loan Assn., Phoenix, Ariz.	935,502,599	1,457,023	35,833,621	192,276,322	305,986,691	10,045,327
195	Home Federal Savings & Loan Assn., Tucson, Ariz.	546,340,109	41,211,434	59,448,110	130,436,852	175,409,620	3,511,511
226	Pima Savings & Loan Assn., Tucson, Ariz.	472,827,257	852,378	64,287,914	69,945,102	127,338,053	2,707,451
298	Security Savings & Loan Assn., Tucson, Ariz.	371,347,000	N.A.	N.A.	N.A.	N.A.	N.A.
	ARKANSAS						
113	First Federal Savings & Loan Assn., Little Rock, Ark.	886,670,555	3,912,725	18,440,287	293,960,487	273,677,562	10,331,041
173	First South Federal Savings & Loan Assn., Pine Bluff, Ark.	599,870,000	N.A.	N.A.	N.A.	N.A.	N.A.
208	Savers Fed. Savings & Loan Assn., Little Rock, Ark.	512,308,177	1,680,432	11,028,334	125,507,477	141,792,718	6,231,311
	CALIFORNIA						
1	Home Savings of America, FS&LA, Los Angeles	11,828,936,000	65,651,000	244,698,000	4,181,903,000	2,023,949,000	163,087,000
2	Great Western Savings, FS&LA, Beverly Hills	8,745,669,000	87,292,000	265,291,000	2,512,245,000	1,706,846,000	115,202,000
3	California Fed. Savings & Loan Assn., Los Angeles	7,573,054,020	17,641,466	147,306,626	1,533,450,259	1,153,849,767	90,456,017
4	Glendale Federal Savings & Loan Assn., Calif.	6,775,271,908	34,137,425	159,833,410	1,753,914,231	1,287,900,448	51,500,082
5	American Savings, FS&LA, Beverly Hills	6,241,282,514	17,652,053	110,113,459	1,888,462,772	1,262,740,597	56,734,618
7	State Savings & Loan Assn., Stockton, Calif.	4,904,237,000	2,539,000	4,897,000	112,542,000	116,078,000	2,797,000
8	World Savings, FS&LA, Oakland, Calif.	4,843,681,730	6,900,435	135,438,900	965,748,560	938,949,238	62,230,440
9	Home Fed. Savings & Loan Assn. of San Diego, Calif.	4,528,194,000	N.A.	N.A.	N.A.	N.A.	N.A.
10	First Nationwide Savings, FS&LA, San Francisco	4,480,547,578	31,045,660	145,972,713	357,965,384	1,095,833,532	51,591,793
11	Coast Federal Savings of America, FS&LA, Los Angeles	3,460,897,406	10,445,349	70,200,464	911,655,474	640,336,474	26,993,775
12	Imperial Savings & Loan Assn., FS&LA, San Francisco	3,402,972,154	11,138,563	64,138,563	845,918,046	576,342,708	21,935,659
18	Great American Federal S & L Assn., San Diego, Calif.	3,198,394,021	7,642,266	110,451,908	767,568,524	560,713,103	41,786,899
19	Gibraltar Savings, FS&LA, Beverly Hills	2,937,027,738	12,148,505	48,882,617	721,386,514	488,601,454	27,150,957
25	Allstate Savings & Loan Assn., Los Angeles	2,516,217,973	6,005,133	75,001,923	606,217,688	430,789,995	19,349,843
28	United Savings & Loan Assn., Culver City, Calif.	2,228,495,000	N.A.	N.A.	N.A.	N.A.	N.A.
35	Citicorp Savings, FS&LA, San Francisco	1,926,074,325	11,780,161	19,891,976	289,396,076	224,452,271	10,126,770
47	Central Federal Savings & Loan Assn., San Diego, Calif.	1,610,292,000	2,314,000	31,258,000	244,324,000	217,083,000	7,979,000
54	Santa Barbara Savings & Loan Assn., Calif.	1,399,592,401	5,418,104	30,973,199	399,496,092	320,465,284	9,694,364
63	Valley Federal S & L Assn., Van Nuys, Calif.	1,321,063,000	N.A.	25,095,000	N.A.	N.A.	N.A.
64	Fidelity Federal S & L Assn., Glendale, Calif.	1,309,299,979	3,071,807	48,020,269	280,289,675	201,790,271	10,016,039
72	Guarantee Savings, FS&LA, Fresno, Calif.	1,177,434,446	3,207,229	26,846,502	299,329,732	292,630,548	8,583,248
82	Pacific Fed. Savings & Loan Assn., Costa Mesa, Calif.	1,116,713,513	N.A.	N.A.	N.A.	N.A.	N.A.
83	Downey Savings & Loan Assn., Costa Mesa, Calif.	1,112,220,290	3,434,193	42,562,370	85,210,599	113,074,315	14,707,736
94	Mercury Savings, FS&LA, Huntington Beach, Calif.	1,013,247,413	3,308,000	36,000,000	154,500,000	112,700,000	9,000,000
106	Southern California Savings & Loan Assn, Beverly Hills	923,510,000	2,235,000	0	119,684,000	78,967,000	4,345,000
107	San Francisco Federal Savings & Loan Assn	913,697,891	16,562,807	99,045,719	270,763,254	151,122,629	10,062,163
108	Bay View Fed. Savings & Loan Assn., San Mateo, Calif.	912,322,000	N.A.	N.A.	N.A.	N.A.	N.A.
125	Far West Savings & Loan Assn., Newport Beach, Calif.	756,603,000	N.A.	N.A.	N.A.	N.A.	N.A.
128	Eureka Federal Savings & Loan Assn., San Francisco	743,584,841	2,779,179	28,013,152	244,806,440	117,503,697	7,075,125
138	Sacramento Savings & Loan Assn., Calif.	706,773,554	1,710,414	76,701,199	190,601,342	183,595,064	6,852,641
142	Pomona First Fed. Savings & Loan Assn., Calif.	695,436,627	N.A.	N.A.	N.A.	N.A.	N.A.
153	Western Fed. Savings & Loan Assn., Los Angeles	657,092,004	4,523,423	53,113,046	176,072,110	115,721,180	5,121,236
163	Lincoln Savings & Loan Assn., Monterey Park, Calif.	631,755,927	2,222,405	10,853,108	149,468,480	87,848,877	5,119,043
165	Beverly Hills Savings & Loan Assn	625,441,391	298,772	21,432,995	30,013,076	24,220,368	504,251
177	Columbia Savings & Loan Assn., Beverly Hills	593,457,000	N.A.	N.A.	N.A.	N.A.	N.A.
223	Union Fed. Savings & Loan Assn., Los Angeles	474,646,807	1,056,285	12,678,102	119,168,434	76,363,054	3,026,276
252	Republic Fed. Savings & Loan Assn., Altadena, Calif.	422,954,672	601,522	9,632,333	92,043,792	101,760,678	3,296,335
257	Homestead Savings, FS&LA, San Francisco	415,168,879	505,327	67,342,337	118,596,534	84,042,090	3,817,333
273	Los Angeles Federal Savings & Loan Assn	396,432,752	2,592,757	10,366,320	32,920,783	86,959,557	3,896,948
274	First Federal S & L Assn., Santa Monica, Calif.	395,306,000	N.A.	N.A.	N.A.	N.A.	N.A.
276	Southwest Savings & Loan Assn., Los Angeles	393,947,642	661,817	31,566,044	57,577,176	12,931,751	2,622,974
299	Bell Savings & Loan Assn., San Mateo, Calif.	370,970,000	N.A.	N.A.	N.A.	N.A.	N.A.
	COLORADO						
55	Western Federal Savings & Loan Assn., Denver	1,397,661,823	2,465,165	33,095,099	368,353,509	356,940,105	18,985,262
73	Columbia Savings, FS&LA, Denver	1,173,104,677	1,330,268	24,618,027	198,019,910	266,706,159	10,845,304
76	Empire Savings Building & Loan Assn., Denver	1,152,871,369	45,765,678	28,847,481	269,433,772	281,878,404	12,455,397
136	Midland Federal Savings & Loan Assn., Denver	720,758,000	2,276,000	14,641,000	N.A.	175,271,000	9,862,000
221	Capitol Federal Savings & Loan Assn., Denver	478,621,120	773,609	19,715,299	146,169,118	157,498,239	8,258,637
275	First Federal Savings & Loan Assn., Lakewood, Colo.	394,188,074	N.A.	N.A.	N.A.	N.A.	N.A.
	CONNECTICUT						
24	Northeast Savings, FA, Hartford, Conn.	2,535,343,775	N.A.	N.A.	N.A.	N.A.	N.A.
139	First Federal Savings & Loan Assn., New Haven, Conn.	706,090,032	7,003,122	21,672,268	282,820,590	155,247,524	9,529,373
	DISTRICT OF COLUMBIA						
135	Columbia First Federal S & L Assn., Washington, D.C.	721,639,744	2,468,074	7,989,095	141,657,678	143,185,876	10,962,942
144	National Permanent Fed. S & L Assn., Washington, D.C.	688,950,003	2,495,879	6,191,058	133,398,839	144,873,688	6,846,995
241	Washington Federal S & L Assn., Washington, D.C.	443,579,518	922,573	5,120,752	54,469,287	64,995,490	4,545,523
288	Interstate Fed. Savings & Loan Assn., Washington, D.C.	376,947,655	1,466,626	3,138,601	86,917,082	79,578,061	4,889,911
	FLORIDA						
21	AmeriFirst Federal Savings & Loan Assn., Miami	2,756,057,467	37,849,335	132,743,142	896,485,028	840,783,425	18,383,464
26	Florida Federal Savings & Loan Assn., St. Petersburg	2,441,871,773	13,635,989	81,183,557	760,610,296	568,691,760	29,018,781
29	American Savings & Loan Assn. of Florida, Miami	2,213,411,206	27,924,936	67,397,386	772,883,357	476,983,473	9,778,372
32	Coral Gables Federal Savings & Loan Assn., Fla.	2,001,049,292	17,725,838	47,660,014	707,282,872	523,286,060	14,703,640
42	Dade Savings & Loan Assn., Miami	1,738,788,975	N.A.	N.A.	N.A.	N.A.	N.A.
43	Biscayne Federal Savings & Loan Assn., Miami	1,727,115,000	7,992,991	11,419,775	543,412,162	385,439,775	8,471,559
59	Pioneer Federal Savings & Loan Assn., Clearwater, Fla.	1,345,965,566	6,041,039	23,041,298	63,931,623	436,454,461	7,707,140
61	Atlantic Federal S & L Assn., Fort Lauderdale, Fla.	1,333,557,722	N.A.	N.A.	N.A.	N.A.	N.A.
71	Empire of America FSA, De Land, Fla.	1,186,159,000	N.A.	N.A.	N.A.	N.A.	N.A.
74	Fortune Federal Savings & Loan Assn., Clearwater, Fla.	1,172,529,888	3,888,452	31,259,384	300,858,695	459,056,304	8,455,079
77	Chase Federal Savings & Loan Assn., Miami	1,135,537,636	15,775,881	16,694,343	467,892,724	286,535,147	9,986,959
78	Financial Fed. Savings & Loan Assn., Miami Beach, Fla.	1,122,938,128	6,526,000	25,614,000	526,240,000	209,950,000	7,939,000
84	Home Federal Savings & Loan Assn., St. Petersburg, Fla.	1,078,098,103	5,813,456	30,805,977	48,910,574	294,107,678	6,041,491
85	Citizens Federal Savings & Loan Assn., Miami	1,074,521,996	14,142,952	10,830,338	487,278,502	257,364,439	12,592,484
91	United First Fed. Savings & Loan Assn., Sarasota, Fla.	1,037,905,249	2,124,613	69,963,666	274,732,392	303,438,749	7,005,402
93	Hollywood Federal Savings & Loan Assn., Fla.	1,028,392,883	2,306,487	42,903,077	317,953,305	214,593,545	7,187,923
103	Security First Fed. S & L Assn., Daytona Beach, Fla.	949,206,444	7,134,802	35,945,550	304,067,597	311,532,812	8,002,485
105	Freedom Savings & Loan Assn., Tampa, Fla.	932,797,248	3,758,460	17,872,886	264,610,312	342,939,874	6,439,935
115	Coast Federal Savings & Loan Assn., Sarasota, Fla.	878,763,000	N.A.	N.A.	N.A.	N.A.	N.A.
118	First Federal Savings & Loan Assn., Jacksonville, Fla.	845,952,046	4,981,248	169,967,303	146,451,533	245,399,504	7,123,201
122	First Federal Savings & Loan Assn., Orlando, Fla.	783,170,961	4,369,293	24,489,619	203,724,078	192,191,533	8,023,726
123	Flagler Federal Savings & Loan Assn., Miami	781,391,000	N.A.	N.A.	N.A.	N.A.	N.A.
126	First City Federal S & L Assn., Bradenton, Fla.	754,825,248	4,826,188	21,216,078	226,904,177	229,412,517	7,530,064
159	First Federal S & L Assn., West Palm Beach, Fla.	637,284,366	4,380,514	19,691,106	247,993,936	78,509,211	4,459,249
170	Home Federal Savings & Loan Assn., Palm Beach, Fla.	613,202,609	2,984,172	9,288,796	164,026,658	122,640,312	2,963,090
174	Naples Federal Savings & Loan Assn., Fla.	596,543,490	2,849,835	19,037,797	163,368,979	215,909,681	5,049,850
176	First Federal Savings & Loan Assn., Lake Worth, Fla.	594,541,988	N.A.	N.A.	N.A.	N.A.	N.A.
193	First Fed. Savings & Loan Assn., Tarpon Springs, Fla.	546,788,839	2,008,272	16,605,560	160,726,193	168,114,273	4,228,252
196	Palmetto Federal Savings & Loan Assn., Fla.	542,141,342	N.A.	N.A.	N.A.	N.A.	N.A.
207	Home Federal Savings Association of Florida, Hollywood	512,951,526	0	2,765,741	159,501,985	142,753,286	1,009,837
215	Heritage Federal S & L Assn., Daytona Beach, Fla.	488,526,166	2,594,159	12,398,586	132,337,260	163,625,290	3,350,354
232	Harbor Federal Savings & Loan Assn., Fort Pierce, Fla.	463,622,001	3,864,270	11,806,840	126,195,990	158,980,238	3,092,978

Geographic Breakdown of Top 300 Savings and Loans Including a Breakdown of Selected Deposit Accounts

Rank 12/31/82		Total Deposits 12/31/82	SELECTED BREAKDOWN OF DEPOSITS ON 12/31/82				
			91-Day Time Deposits	NOW Accounts	6-Month Money Market Cert.	30-Month Small Savers' Cert.	All-Savers Certificates
233	First Federal Savings & Loan Assn., Fort Myers, Fla.	460,517,666	2,918,315	8,710,582	151,417,302	144,733,927	3,164,771
236	Fidelity Federal S & L Assn., West Palm Beach, Fla.	456,155,020	3,245,728	7,851,113	161,557,946	91,104,756	4,551,330
239	Duval Fed. Savings & Loan Assn., Jacksonville, Fla.	450,011,918	3,332,197	7,313,546	172,621,442	143,572,317	4,874,670
246	Peninsula Federal Savings & Loan Assn., Miami	430,566,564	3,936,807	10,783,588	188,880,332	80,367,178	2,192,304
256	First Mutual Savings Association of Florida, Pensacola	415,909,749	1,986,404	12,613,187	122,950,718	106,534,158	8,989,317
267	St. Petersburg Federal Savings & Loan Assn., Fla.	400,328,182	2,350,798	11,822,458	108,933,823	127,360,832	2,847,267
286	Guaranty Savings & Loan Assn., St. Petersburg, Fla.	380,288,375	1,388,294	10,593,670	76,405,962	67,662,564	2,121,463
297	Mid-State Federal Savings & Loan Assn., Ocala, Fla.	371,517,000	N.A.	N.A.	N.A.	N.A.	N.A.
	GEORGIA						
38	Georgia Federal Savings & Loan Assn., Atlanta	1,878,196,266	N.A.	N.A.	N.A.	N.A.	N.A.
49	Fulton Federal Savings & Loan Assn., Atlanta	1,532,747,296	14,106,205	20,599,231	372,524,012	389,205,964	12,787,895
69	Decatur Federal Savings & Loan Assn., Ga.	1,238,696,545	12,399,191	27,614,261	330,421,667	578,034,400	25,775,507
162	Great Southern Federal S & L Assn., Savannah, Ga.	632,025,246	N.A.	N.A.	N.A.	N.A.	N.A.
272	First Federal Savings & Loan Assn., Atlanta	397,058,000	N.A.	N.A.	N.A.	N.A.	N.A.
	HAWAII						
80	Honolulu Federal Savings & Loan Assn., Hawaii	1,121,604,884	11,732,540	42,994,890	209,935,665	133,402,260	11,550,225
231	First Federal Savings & Loan Assn., Honolulu, Hawaii	465,967,193	12,897,315	17,590,949	134,133,444	38,166,563	14,351,041
	ILLINOIS						
6	Talman Home Federal Savings & Loan Assn., Chicago	5,065,075,102	36,816,015	134,843,782	1,786,145,172	1,213,915,506	84,313,710
14	First Federal Savings & Loan Assn., Chicago	3,309,391,701	18,704,822	35,834,756	964,786,727	988,329,409	39,516,477
52	Bell Federal Savings & Loan Assn., Chicago	1,448,868,982	5,651,000	13,574,000	540,698,000	403,701,000	23,975,000
53	St. Paul Federal Savings & Loan Assn., Chicago	1,426,178,473	18,111,066	28,920,353	576,693,347	255,952,049	53,909,462
98	Bloomington Federal Savings & Loan Assn., Ill.	973,018,826	N.A.	N.A.	N.A.	N.A.	N.A.
102	Chicago Federal Savings & Loan Assn	950,191,914	9,509,496	24,153,656	301,048,519	205,270,806	17,946,827
111	American Savings Assn., Springfield, Ill.	900,710,774	8,452,232	41,453,799	263,591,884	352,608,226	10,426,155
134	Cragin Federal Savings & Loan Assn., Chicago	731,407,002	7,256,750	7,837,976	289,161,881	69,605,015	20,955,860
143	First Federal Savings & Loan Assn., Wilmette, Ill.	695,218,000	N.A.	N.A.	N.A.	N.A.	N.A.
157	Great American Federal S & L Assn., Oak Park, Ill.	645,211,526	5,306,789	20,256,351	242,883,264	132,634,875	10,807,420
189	Standard Federal Savings & Loan Assn., Chicago	566,436,618	5,187,464	14,283,088	211,012,786	111,326,424	7,192,667
190	Mid America Federal Savings & Loan Assn., Cicero, Ill.	560,000,000	3,500,000	13,400,000	188,000,000	138,000,000	11,500,000
210	Land of Lincoln Savings & Loan Assn., Berwyn, Ill.	504,835,423	4,196,715	14,125,751	157,518,148	109,722,448	7,348,864
222	Uptown Federal Savings & Loan Assn., Chicago	475,369,390	6,550,656	21,066,737	190,287,363	72,094,838	10,622,827
229	United Savings of America, FS&LA, Chicago	470,091,374	3,999,400	29,191,854	185,916,503	94,856,981	9,244,284
234	Skokie Federal Savings & Loan Assn., Ill.	460,049,755	N.A.	9,357,907	N.A.	76,626,816	3,247,381
235	Joliet Federal Savings & Loan Assn., Ill.	459,282,000	3,468,000	4,584,000	157,281,000	105,592,000	4,948,000
249	Hinsdale Federal Savings & Loan Assn., Ill.	427,389,000	N.A.	N.A.	N.A.	N.A.	N.A.
253	Olympic Federal Savings & Loan Assn., Franklin Park, Ill.qs.	420,495,000	1,376,000	4,029,000	125,007,000	121,620,000	3,437,000
278	Freedom Federal Savings & Loan Assn., Berwyn, Ill.	384,264,308	3,186,528	16,628,925	133,812,621	33,736,267	8,218,985
293	Clyde Federal S & L Assn., North Riverside, Ill.	373,398,689	2,523,406	2,728,622	152,839,413	92,443,176	5,254,272
	INDIANA						
243	First Federal Savings & Loan Assn., Indianapolis	436,541,000	N.A.	N.A.	N.A.	N.A.	N.A.
	IOWA						
171	American Fed. S & L Assn of Central Iowa, Des Moines	610,548,628	2,639,524	9,613,243	158,362,498	250,697,774	5,659,302
203	United Federal Savings & Loan Assn., Des Moines, Iowa	524,912,068	N.A.	N.A.	N.A.	N.A.	N.A.
250	Midland Fin'l Savings & Loan Assn., Des Moines, Iowa	426,493,399	417,696	9,230,459	105,283,210	129,518,708	4,571,811
	KANSAS						
58	Capitol Federal Savings & Loan Assn., Topeka, Kan	1,347,955,851	7,393,323	42,546,696	99,047,457	478,885,920	12,160,820
230	Mid Kansas Federal Savings & Loan Assn., Wichita	468,128,770	2,859,620	15,209,110	116,881,474	166,631,181	12,581,145
260	Anchor Savings Assn., Kansas City, Kan.	411,069,468	1,808,429	5,992,731	109,708,361	135,991,734	4,700,331
	KENTUCKY						
150	Cumberland Federal Savings & Loan Assn., Louisville, Ky.	669,466,812	N.A.	N.A.	N.A.	N.A.	N.A.
158	Great Financial Federal S & L Assn., Louisville, Ky.	641,643,433	4,183,374	5,001,696	194,256,766	251,485,835	8,274,000
263	Future Federal Savings & Loan Assn., Louisville, Ky.	406,781,000	N.A.	N.A.	N.A.	N.A.	N.A.
264	Lincoln Federal Savings & Loan Assn., Louisville, Ky.	406,166,000	N.A.	N.A.	N.A.	N.A.	N.A.
	LOUISIANA						
200	Dixie Federal Savings & Loan Assn., New Orleans, La.	533,489,000	N.A.	N.A.	N.A.	N.A.	N.A.
219	First Homestead Federal S & L Assn., New Orleans, La.	479,056,162	3,076,444	15,131,845	89,225,333	65,821,946	5,786,952
266	Pelican Homestead & Savings Assn., New Orleans	402,453,703	2,915,829	9,512,664	139,586,367	95,799,405	6,640,344
287	Capital-Union Savings, FA, Baton Rouge, La.	380,117,023	1,371,481	3,445,667	155,372,954	82,027,111	2,633,057
292	Security Homestead Assn., New Orleans	374,085,000	N.A.	N.A.	N.A.	N.A.	N.A.
	MARYLAND						
92	Baltimore Federal Savings & Loan Assn	1,029,285,652	5,451,810	28,561,131	265,418,415	284,335,103	12,033,438
96	Loyola Federal Savings & Loan Assn., Baltimore	982,378,166	5,396,713	7,446,558	284,562,298	281,366,295	13,768,790
251	Standard Federal Savings & Loan Assn., Gaithersburg, Md.	423,736,000	N.A.	N.A.	N.A.	N.A.	N.A.
	MASSACHUSETTS						
247	Commonwealth Fed. Savings & Loan Assn., Lowell, Mass.	429,964,998	2,840,066	25,310,596	120,373,237	95,591,639	9,201,652
283	Home Owners Federal Savings & Loan Assn., Boston	381,990,000	N.A.	N.A.	N.A.	N.A.	N.A.
	MICHIGAN						
15	Standard Federal Savings & Loan Assn., Troy, Mich.	3,284,918,206	41,819,913	48,813,584	1,286,573,794	470,535,062	97,936,606
16	First Federal Savings & Loan Assn., Detroit	3,281,083,653	30,455,981	66,381,764	1,232,052,393	486,547,070	83,114,223
68	Great Lakes Federal S & L Assn., Ann Arbor, Mich.	1,268,872,478	8,809,064	97,994,233	425,886,517	323,973,708	16,275,473
99	Detroit & Northern Savings & Loan Assn., Hancock, Mich.	972,256,000	11,113,671	12,565,179	408,905,520	200,239,036	20,621,157
164	First Federal S & L Assn. of Oakland, Pontiac, Mich.	626,492,486	0	9,870,178	212,934,727	105,854,485	7,675,635
254	Mutual Savings & Loan Assn., Bay City, Mich.	417,549,390	327,682	72,381,553	136,278,290	127,598,986	5,811,338
261	Capitol Federal Savings & Loan Assn., Lansing, Mich.	410,986,982	3,256,728	7,999,823	15,941,240	113,469,839	5,610,222
300	Family Federal Savings & Loan Assn., Saginaw, Mich.	370,030,223	0	4,733,239	106,105,987	149,273,946	5,489,473
	MINNESOTA						
27	Twin City Federal Savings & Loan Assn., Minneapolis	2,344,671,000	6,071,000	70,815,000	662,717,000	759,633,000	40,847,000
57	Midwest Federal Savings & Loan Assn., Minneapolis	1,366,115,893	11,837,985	10,381,178	348,976,406	303,604,517	26,499,486
79	First Federal Savings & Loan Assn., Minneapolis	1,122,262,307	2,558,802	23,069,559	305,331,839	351,934,769	14,286,834
100	Minnesota Federal Savings & Loan Assn., St. Paul	968,160,233	0	26,708,335	289,596,107	308,706,568	13,987,452
	MISSISSIPPI						
166	Unifirst Federal Savings & Loan Assn., Jackson, Miss.	624,008,313	6,444,203	41,533,613	220,938,369	191,986,920	13,371,558
211	First Magnolia Federal S & L Assn., Hattiesburg, Miss.	500,535,999	4,453,806	18,587,997	189,503,888	141,395,481	7,363,431
	MISSOURI						
30	Community Federal Savings & Loan Assn., St. Louis, Mo.	2,115,841,878	14,552,516	49,293,676	704,682,589	658,045,138	35,913,371
33	Farm & Home Savings Assn., Nevada, Mo.	1,954,105,859	5,106,339	39,383,623	526,407,490	843,041,682	27,868,971
141	Roosevelt Federal Savings & Loan Assn., St. Louis, Mo.	698,005,345	3,899,212	18,538,814	269,783,649	182,041,423	11,332,215
146	St. Louis Federal Savings & Loan Assn	679,275,000	N.A.	N.A.	N.A.	N.A.	N.A.
160	Carondelet Savings & Loan Assn., St. Louis, Mo.	636,953,000	N.A.	N.A.	N.A.	N.A.	N.A.
237	United Postal Savings Assn., Kirkwood, Mo.		2,581,559	14,482,308	161,423,335	162,372,009	10,181,401
279	Missouri Savings Assn., Clayton	383,899,000	954,000	5,132,000	112,230,000	N.A.	6,225,000
	NEBRASKA						
70	Commercial Federal Savings & Loan Assn., Omaha, Neb.	1,219,083,442	3,694,200	37,819,824	391,694,513	400,652,529	32,758,760
120	First Federal Savings & Loan Assn., Lincoln, Neb.	805,378,843	1,710,100	19,538,717	314,571,989	238,579,826	11,836,605
127	American Charter Federal S & L Assn., Lincoln, Neb.	749,612,000	1,359,000	12,649,000	224,155,000	289,355,000	9,149,000

Geographic Breakdown of Top 300 Savings and Loans Including a Breakdown of Selected Deposit Accounts

Rank 12/31/82		Total Deposits 12/31/82	SELECTED BREAKDOWN OF DEPOSITS ON 12/31/82				
			91-Day Time Deposits	NOW Accounts	6-Month Money Market Cert.	30-Month Small Savers' Cert.	All-Savers Certificates
	NEVADA						
133	Nevada Savings & Loan Assn., Las Vegas	736,574,000	4,898,000	102,820,000	217,820,000	144,117,000	72,420,000
213	First Western Savings Assn., Las Vegas, Nev.	495,249,000	3,621,000	11,991,000	122,015,000	100,999,000	4,892,000
295	First Federal Savings Assn. of Nevada, Reno	372,076,446	3,314,141	22,687,979	133,330,265	67,129,706	3,507,724
	NEW JERSEY						
13	City Federal Savings & Loan Assn., Elizabeth, N.J.	3,385,792,000	6,799,000	141,356,000	945,844,000	685,797,000	44,049,000
20	Carteret Savings & Loan Assn., FA, Newark, N.J.	2,932,181,094	13,871,102	292,026,188	997,192,302	861,757,633	37,338,174
44	Suburban Savings & Loan Assn., Wayne, N.J.	1,654,401,237	21,007,889	59,181,684	568,880,432	517,412,962	37,516,770
119	Lincoln Federal Savings & Loan Assn., Westfield, N.J.	832,047,000	N.A.	N.A.	N.A.	N.A.	N.A.
151	Columbia Savings & Loan Assn., Fair Lawn, N.J.	666,748,797	N.A.	N.A.	N.A.	N.A.	N.A.
180	Investors Savings & Loan Assn., Millburn, N.J.	586,933,532	0	4,206,585	293,886,664	103,592,239	7,429,076
197	Collective Federal S & L Assn., Egg Harbor City, N.J.	538,776,294	3,717,132	18,111,858	127,378,407	125,955,791	6,655,245
204	Crestmont Federal Savings & Loan Assn., Maplewood, N.J.	524,352,323	2,794,748	11,081,338	149,181,400	85,666,574	41,527,778
209	Security Savings & Loan Assn., Vineland, N.J.	507,514,738	1,819,125	14,917,763	124,795,852	133,508,424	6,577,864
216	Queen City Savings & Loan Assn., Plainfield, N.J.	484,497,997	3,314,258	10,321,740	187,442,269	122,499,460	8,713,727
220	Shadow Lawn Savings & Loan Assn., Long Branch, N.J.	478,896,639	6,482,150	12,503,625	158,006,907	114,623,794	5,948,011
225	Jersey Shore Savings & Loan Assn., Toms River, N.J.	473,996,000	N.A.	N.A.	N.A.	N.A.	N.A.
258	Berkeley Fed. Savings & Loan Assn., Short Hills, N.J.	413,886,228	5,369,396	41,585,547	156,488,081	123,736,545	4,575,347
268	Statewide Savings & Loan Assn., Jersey City, N.J.	399,231,835	3,480,283	4,617,963	175,026,584	47,371,883	5,804,414
277	North Jersey Savings & Loan Assn., Passaic, N.J.	384,700,550	3,744,650	4,076,186	190,694,949	52,714,955	5,403,950
154	Albuquerque Federal Savings & Loan Assn., N.M.	650,819,143	3,024,909	20,308,784	144,288,763	136,483,775	13,137,656
291	Sandia Federal Savings & Loan Assn., Albuqeurque, N.M.	376,079,000	N.A.	N.A.	N.A.	N.A.	N.A.
	NEW YORK						
17	Empire of America FSA, Buffalo, N.Y.	3,211,273,224	5,591,440	79,921,713	831,874,670	674,868,964	81,977,647
23	First Federal Savings & Loan Assn., Rochester, N.Y.	2,691,710,406	19,860,548	42,353,400	759,588,049	514,278,298	39,470,451
36	Suffolk County Federal S & L Assn., Centereach, N.Y.	1,915,425,366	15,494,603	32,352,372	688,258,182	259,255,214	37,658,836
60	Astoria Federal Savings & Loan Assn., Queens, New York	1,343,029,526	13,860,133	10,119,041	527,682,595	211,204,168	21,427,507
112	Columbia Banking Federal S & L Assn. Rochester, N.Y.	887,226,857	N.A.	N.A.	N.A.	N.A.	N.A.
137	Century FS & LA of Long Island, Cedarhurst, N.Y.	708,227,841	4,668,000	7,359,000	245,758,000	117,948,000	N.A.
147	Columbia Savings, FS&LA, Queens, New York	679,233,000	N.A.	N.A.	N.A.	N.A.	N.A.
179	Central Fed. S&L Assn. of Nassau Cty, Long Beach, N.Y.	589,910,544	7,910,782	11,019,673	193,593,332	70,041,389	10,655,239
186	Suburbia Fed. Savings & Loan Assn., Garden City, N.Y.	570,439,252	5,518,156	21,505,500	179,161,328	80,595,539	15,273,809
205	Washington Federal Savings & Loan Assn., New York	520,086,936	4,612,332	11,035,613	210,602,166	59,386,627	5,125,049
214	Bayside Federal Savings & Loan Assn., Queens, New York	495,067,299	5,884,605	11,917,724	204,323,382	53,646,370	7,905,229
217	Reliance Fed. Savings & Loan Assn., Garden City, N.Y.	481,288,089	4,973,780	9,743,421	200,730,775	0	10,460,423
240	Home Federal Savings & Loan Assn., Queens, New York	444,720,520	2,796,779	2,608,302	169,829,779	69,500,615	4,739,164
255	Westchester Federal S & L Assn., New Rochelle, N.Y.	417,505,563	5,837,882	11,685,225	159,242,298	32,601,420	10,536,603
281	Flushing Fed. Savings & Loan Assn., Queens, New York	383,333,832	2,332,783	5,212,508	123,327,219	57,458,251	5,511,306
	NORTH CAROLINA						
161	First American Federal Savings & Loan Assn., Asheboro, N.C.	632,444,000	N.A.	N.A.	N.A.	N.A.	N.A.
199	First Home Federal Savings & Loan Assn., Greensboro, N.C.	534,377,513	1,905,288	12,578,109	184,734,528	132,802,650	6,666,351
	NORTH DAKOTA						
124	Metropolitan Federal Savings & Loan Assn., Fargo, N.D.	774,208,021	6,534,616	18,134,671	256,209,763	250,558,581	8,992,834
227	Gate City Federal Savings & Loan Assn., Fargo, N.D.	471,988,044	3,103,000	7,215,889	182,948,400	122,965,900	5,865,000
	OHIO						
46	TRANSOHIO Savings Assn., Cleveland	1,623,354,000	N.A.	N.A.	N.A.	N.A.	N.A.
48	Broadview Savings & Loan Co., Cleveland	1,558,559,991	9,247,000	45,101,061	407,805,982	321,330,921	20,480,380
66	Ohio Savings Assn., Cleveland	1,271,991,149	2,902,036	40,020,729	310,726,507	0	22,102,822
81	Gem Savings Assn., Dayton, Ohio	1,119,378,528	4,928,392	12,747,170	267,226,261	336,952,020	13,376,338
89	Citizens Federal Savings & Loan Assn., Dayton, Ohio	1,050,890,143	5,495,605	20,351,227	290,818,583	326,802,208	11,832,628
95	Cardinal Federal Savings & Loan Assn., Cleveland	1,006,937,000	2,745,000	14,769,000	283,027,000	201,033,000	15,426,000
109	Mid-America Federal Savings & Loan Assn., Columbus, Ohio	908,387,106	17,952,994	14,423,698	226,783,688	266,569,492	6,979,663
110	Third Federal Savings & Loan Assn., Cleveland	903,870,887	2,414,698	7,109,190	263,112,317	167,223,329	10,863,829
121	Continental Federal Savings & Loan Assn., Cleveland	798,206,510	N.A.	N.A.	N.A.	N.A.	N.A.
129	Buckeye Federal Savings & Loan Assn., Columbus, Ohio	742,191,927	4,960,638	6,379,354	150,084,240	266,688,701	11,304,920
130	First Federal Savings & Loan Assn., Toledo, Ohio	739,700,272	6,059,506	8,898,452	224,262,062	217,989,366	5,852,089
131	Eagle Savings Assn., Cincinnati	738,315,731	1,902,233	18,561,397	208,131,174	255,264,252	5,440,739
132	Diamond Savings & Loan Co., Findlay, Ohio	737,992,027	2,932,785	44,110,879	178,460,891	245,094,413	8,881,533
152	Citizens Savings Assn., Canton, Ohio	658,489,000	N.A.	N.A.	N.A.	N.A.	N.A.
168	State Savings Co., Columbus, Ohio	622,358,000	N.A.	N.A.	N.A.	N.A.	N.A.
169	First Federal Savings & Loan Assn., Cleveland	619,536,771	N.A.	N.A.	N.A.	N.A.	N.A.
183	Home Savings & Loan Co., Youngstown, Ohio	576,674,349	2,812,718	5,142,798	209,030,204	138,731,766	5,459,793
185	First Federal Savings & Loan Assn., Canton, Ohio	572,984,405	3,246,427	8,726,489	168,961,352	159,108,169	4,914,397
202	United Home Federal Savings & Loan Assn., Toledo, Ohio	527,314,764	4,489,123	2,644,248	168,030,702	162,717,866	5,353,265
206	Womens Federal Savings & Loan Assn., Cleveland	512,968,859	2,632,463	6,295,648	156,952,322	122,734,470	4,423,105
265	Hunter Savings Assn., Cincinnati	404,849,000	N.A.	N.A.	N.A.	N.A.	N.A.
285	Peoples Savings Assn., Toledo, Ohio	381,207,886	1,980,327	13,330,145	137,270,314	343,475	4,126,213
87	Sooner Federal Savings & Loan Assn., Tulsa, Okla.	1,064,200,000	13,200,000	75,892,821	396,400,000	278,000,000	16,800,000
	OKLAHOMA						
194	Local Federal Savings & Loan Assn., Oklahoma City	546,345,662	2,619,949	26,136,308	216,893,339	165,259,571	6,537,734
201	Frontier Fed. Savings & Loan Assn., Ponca City, Okla.	529,038,000	N.A.	N.A.	N.A.	N.A.	N.A.
224	Continental Fed. Savings & Loan Assn., Oklahoma City	474,195,043	3,510,829	16,825,420	161,796,084	128,657,400	5,300,500
	OREGON						
34	Benjamin Franklin Federal S & L Assn., Portland, Ore.	1,949,480,488	9,073,466	56,545,108	522,815,449	546,865,599	18,471,516
65	Far West Federal Savings & Loan Assn., Portland, Ore.	1,276,293,836	N.A.	N.A.	N.A.	N.A.	N.A.
	PENNSYLVANIA						
39	Atlantic Financial Federal Savings & Loan Assn, Philadelphia	1,799,278,822	8,732,000	28,567,000	413,749,000	460,155,000	20,187,000
88	First Federal Savings & Loan Assn., Pittsburgh	1,060,421,500	7,127,600	18,108,000	343,226,700	313,579,500	16,608,400
90	Horizon Financial, FA, Southampton, Pa.	1,045,745,274	6,761,000	12,352,000	272,217,000	279,632,000	8,207,324
97	Landmark Savings Assn., Pittsburgh	975,582,320	5,074,268	10,094,025	372,423,323	206,831,025	20,508,156
148	Commonwealth Federal S & L Assn., Norristown, Pa.	675,948,362	4,189,490	18,516,431	204,973,631	0	14,227,153
178	First Federal Savings & Loan Assn., Flourtown, Pa.	592,709,000	3,221,000	11,502,000	130,199,000	166,269,000	9,343,000
182	Red Hill Savings & Loan Assn., Pa.	578,127,872	2,805,472	9,278,526	137,003,303	201,190,235	7,645,588
245	Harris Savings Assn., Harrisburg, Pa.	433,358,334	2,259,458	5,206,275	104,926,223	146,282,417	6,432,920
269	Franklin First Federal S & L Assn., Wilkes-Barre, Pa.	399,166,787	N.A.	N.A.	N.A.	N.A.	N.A.
282	York Federal Savings & Loan Assn., Pa.	382,240,560	2,609,345	8,904,169	86,787,159	80,920,414	9,651,908
294	Great American Federal S & L Assn., Homestead, Pa.	372,672,142	2,783,143	2,642,184	149,525,921	62,403,853	5,617,301
149	First Federal S & L Assn. of Puerto Rico, Santurce	669,673,000	N.A.	N.A.	N.A.	N.A.	N.A.
	PUERTO RICO						
248	Caguas Federal Savings & Loan Assn., P.R.	428,176,000	N.A.	N.A.	N.A.	N.A.	N.A.
	RHODE ISLAND						
187	Old Colony Co-operative Bank, Providence, R.I.	569,067,442	6,501,058	0	177,766,441	155,345,299	7,599,533
	SOUTH CAROLINA						
117	First Federal Savings & Loan Assn., Greenville, S.C.	857,223,965	4,653,151	98,377,724	264,368,439	265,673,426	10,717,518
156	Security Federal Savings & Loan Assn., Columbia, S.C.	646,995,000	N.A.	N.A.	N.A.	N.A.	N.A.
188	American Federal Savings & Loan Assn., Greenville, S.C.	568,627,112	2,444,847	25,135,569	163,350,568	167,962,333	6,417,947
198	South Carolina Federal Savings & Loan Assn., Columbia	537,211,000	1,303,000	8,373,000	136,696,000	161,314,000	5,046,000
290	First Federal Savings & Loan Assn., Charleston, S.C.	376,594,189	713,803	9,652,344	96,529,536	108,889,949	5,510,730
	TENNESSEE						
101	Leader Federal Savings & Loan Assn., Memphis, Tenn.	956,004,158	13,054,179	10,416,233	7,908,962	326,908,814	16,854,059
181	Fidelity Federal Savings & Loan Assn., Nashville, Tenn.	584,771,802	5,514,586	9,860,568	208,878,375	161,110,303	7,569,312
191	Metropolitan Federal S & L Assn., Nashville, Tenn.	557,869,042	4,561,679	13,363,878	183,786,332	143,216,649	6,470,723

Geographic Breakdown of Top 300 Savings and Loans Including a Breakdown of Selected Deposit Accounts

Rank 12/31/82		Total Deposits 12/31/82	SELECTED BREAKDOWN OF DEPOSITS ON 12/31/82				
			91-Day Time Deposits	NOW Accounts	6-Month Money Market Cert.	30-Month Small Savers' Cert.	All-Savers Certificates
192	Home Federal Savings & Loan Assn., Knoxville, Tenn.	551,145,158	5,078,266	22,214,082	238,961,463	97,838,012	6,985,323
	TEXAS						
22	Gibraltar Savings Assn., Houston	2,704,915,745	12,413,009	33,182,717	592,362,484	651,867,418	20,007,937
31	University Savings Assn., Houston	2,007,145,004	3,028,658	84,563,185	338,784,734	361,406,092	19,164,848
40	First Texas Savings Assn., Dallas	1,783,845,138	0	49,210,572	422,633,383	554,509,040	22,137,748
56	United Savings Assn., Houston	1,380,968,625	4,453,248	26,016,102	330,377,267	321,783,256	11,054,294
62	Dallas Federal Savings & Loan Assn.	1,332,712,250	5,585,946	29,149,240	398,768,095	415,185,605	33,828,141
75	Houston First American Savings Assn.	1,172,370,508	1,761,142	40,477,995	267,723,129	237,710,147	21,033,827
86	San Antonio Savings Assn., Tex.	1,070,886,901	4,479,998	17,353,113	393,448,867	195,204,684	38,144,112
140	Texas Federal Savings & Loan Assn., Dallas	704,693,703	1,062,388	30,257,190	174,404,842	175,732,259	6,595,627
145	Gill Savings Assn., Hondo, Tex.	683,769,000	N.A.	N.A.	N.A.	N.A.	N.A.
242	Benjamin Franklin Savings Assn., Houston	437,567,549	572,000	26,491,000	56,683,000	50,584,000	4,210,032
259	Lamar Savings Assn., Austin, Tex.	411,647,648	587,715	15,267,031	31,543,507	40,155,350	1,562,535
270	Guaranty Federal Savings & Loan Assn., Galveston, Tex.	398,675,428	1,364,576	33,005,501	78,733,788	92,421,692	3,926,868
289	First Federal Savings & Loan Assn., San Antonio, Tex.	376,639,105	724,454	44,018,607	110,467,078	78,475,665	4,924,966
296	Olney Savings Assn., Tex.	371,818,813	N.A.	N.A.	N.A.	N.A.	N.A.
	UTAH						
45	American Savings & Loan Assn., Salt Lake City, Utah	1,646,829,903	9,013,000	47,599,000	395,229,000	235,859,000	20,233,000
244	State Savings & Loan Assn., Salt Lake City, Utah	434,322,141	2,595,967	6,265,929	76,234,776	39,836,041	4,845,724
262	Prudential Federal S & L Assn., Salt Lake City, Utah	408,826,454	378,423	610,772	193,546,106	45,644,725	3,483,622
	VIRGINIA						
51	Perpetual American Fed. S & L Assn., McLean, Va.	1,465,503,000	10,939,157	23,373,697	48,699,945	305,883,520	19,922,638
175	Continental Federal Savings & Loan Assn., Arlington, Va.	594,634,648	3,673,628	26,559,557	149,031,185	137,915,524	15,102,846
212	Virginia Federal Savings & Loan Assn., Richmond	497,000,165	N.A.	N.A.	N.A.	N.A.	N.A.
284	Atlantic Permanent Federal S & L Assn., Norfolk, Va.	381,873,372	841,681	5,962,900	79,442,499	111,527,130	3,795,003
	WASHINGTON						
50	Pacific First Fed. Savings & Loan Assn., Tacoma, Wash.	1,526,576,675	4,464,768	36,034,043	378,880,308	420,726,133	21,896,749
172	Capital Savings, FS&LA, Olympia, Wash.	609,358,861	1,540,176	14,113,891	194,562,011	159,381,837	7,892,647
218	Washington Federal Savings & Loan Assn., Seattle	479,766,138	1,082,234	0	167,084,612	95,261,472	6,820,010
271	Great Northwest Federal S & L Assn., Bremerton, Wash.	397,098,000	N.A.	N.A.	N.A.	N.A.	N.A.
	WISCONSIN						
67	Security Savings & Loan Assn., Milwaukee, Wis.	1,269,319,099	10,737,518	12,123,087	646,413,212	139,104,188	55,550,871
114	First Savings Association of Wisconsin, Milwaukee	881,450,741	3,624,746	28,340,044	166,188,059	328,639,045	10,477,062
155	Mutual Savings & Loan Assn. of Wisconsin, Milwaukee	647,031,557	N.A.	N.A.	N.A.	N.A.	N.A.
167	Anchor Savings & Loan Assn., Madison, Wis.	622,909,752	3,539,959	27,867,554	206,878,475	208,043,951	10,154,202

Supplementary List of Larger S&Ls

After Top 300

December 31, 1982, Compared with December 31, 1981

In order of Size of Deposits

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Name of Association	—Deposits— 12/31/82	12/31/81
Richardson Savings & Loan Assn., Tex.	369,932,000	.....
Ocean Federal Savings & Loan Assn., Brick Town, N.J.	368,950,631	353,442,022
First Fed. Savings & Loan Assn., Fort Smith, Ark.	368,160,000	279,264,000
North Carolina Federal Savings & Loan Assn., Albemarle	368,155,902	262,323,000
Heart Federal Savings & Loan Assn., Auburn, Calif.	367,243,869	354,247,164
Northwestern Savings & Loan Assn., Chicago	366,691,000	.....
Brazos Savings Assn. of Texas, Bryan	366,484,461	.....
Spencer Savings & Loan Assn., Garfield, N.J.	363,740,376	346,376,920
State Savings & Loan Co., South Euclid, Ohio	363,728,000	340,915,674
Standard Federal Savings & Loan Assn., Columbia, S.C.	363,693,375	332,304,283
Home Savings Assn. of Kansas City, Mo.	363,373,000	280,042,717
Home Unity Savings & Loan Assn., Plymouth Meeting, Pa.	361,176,000	.....
Home Federal Savings & Loan Assn., Johnson City, Tenn.	360,986,604	337,190,747
First Federal Savings & Loan Assn., Austin, Tex.	359,112,609	295,757,291
First Federal Savings & Loan Assn., Rockford, Ill.	358,165,093	353,525,000
Citizens Federal Savings & Loan Assn, Seattle	357,456,558	333,667,482
First Federal Savings & Loan Assn., Kansas City, Mo.	356,976,297	347,133,459
First Federal Savings & Loan Assn., Vancouver, Wash.	356,427,000	.....
First Federal Savings & Loan Assn., Chattanooga, Tenn.	351,902,639	327,789,889
Blue Valley Fed. Savings & Loan Assn., Kansas City, Mo.	350,960,919	306,678,497
Republic Savings & Loan Assn., Milwaukee, Wis.	349,942,448	361,242,000
State Capital Savings & Loan Assn., Harrisburg, Pa.	349,619,832	357,583,542
Inter-Boro Savings & Loan Assn., Cherry Hill, N.J.	349,355,777	311,727,379
Heritage Savings & Loan Assn, Richmond	349,204,000	.....
Community Federal S & L Assn., Riviera Beach, Fla.	347,899,025	342,610,912
Railroadmens Fed. Savings & Loan Assn., Indianapolis	343,760,503	341,834,528
Down River Fed. Savings & Loan Assn., Taylor, Mich.	342,188,193	332,542,738
Bayamon Federal Savings & Loan Assn., P.R.	340,339,760	292,051,037
Avondale Federal Savings & Loan Assn., Chicago	339,786,177	278,086,198
Mutual Federal Savings & Loan Assn., Norfolk, Va.qs.	338,728,949	315,985,553
First Federal Savings & Loan Assn., Lakeland, Fla.	338,255,956	250,747,049
Midwest Federal Savings & Loan Assn., Minot, N.D.	337,949,684	.....
First Federal Savings & Loan Assn., Annapolis, Md.	337,934,506	314,973,560
Louisiana Savings Assn., Lake Charles	337,236,515	311,708,103
Redlands Federal Savings & Loan Assn., Calif.	337,125,000	330,582,180
First Federal Savings & Loan Assn., Augusta, Ga.	336,775,000	295,689,000
Charleston Federal Savings & Loan Assn., W. Va.	333,675,627	.....
Heritage Federal S & L Assn., Kingsport, Tenn.	332,479,000	295,413,000
Eastman Savings & Loan Assn., Rochester, N.Y.	331,948,073	307,673,937
Beacon Federal Savings & Loan Assn., Baldwin, N.Y.	331,877,000	337,802,695
Heights Savings Assn., Houston	329,609,503	304,664,120
San Jacinto Savings Assn., Houston	329,444,000	315,774,656
Gateway Fed. Savings & Loan Assn., Cincinnati	328,091,000	330,256,000
Great Western Union Federal S & L Assn., Seattle	327,934,000	338,851,178
Anaheim Savings & Loan Assn., Calif.	327,791,828	285,180,161
Valley Federal Savings & Loan Assn., McAllen, Tex.	326,425,000	.....
Home Savings Assn., Houston	323,718,332	283,445,204
First State Savings of Wisconsin, Waukesha, Wis.	322,247,300	273,051,000
Metropolitan Savings & Loan Assn., Dallas	320,443,000	279,022,006
Peoples Savings & Loan Co., Ashtabula, Ohio	319,965,000	.....

Name of Association	—Deposits— 12/31/82	12/31/81
United Financial, F.A., Rochester, Minn.	318,695,000	.....
Maryland Federal Savings & Loan Assn., Hyattsville	317,556,561	308,775,929
First Federal Savings & Loan Assn., Kalamazoo, Mich.	316,299,532	302,194,000
Colony First Federal Savings & Loan Assn., Monaca, Pa.	315,835,215	.....
United Federal Savings & Loan Assn., Galesburg, Ill.	314,519,000	.....
Superior Federal Savings & Loan Assn., Fort Smith, Ark.	311,067,000	.....
First Federal Savings & Loan Assn., Roanoke, Va.	308,063,021	282,735,000
Home Federal Savings & Loan Assn., Elgin, Ill.	307,710,739	278,196,198
Fidelity Homestead Assn., New Orleans	304,304,500	281,066,924
Freedom Fed. Savings & Loan Assn., Columbus, Ohio	303,060,915	287,119,154
Life Federal Savings & Loan Assn., Norfolk, Va.	302,530,927	307,481,075
Mutual Home Federal S & L Assn., Grand Rapids, Mich.	298,665,468	288,439,763
Sunrise Fed. Savings & Loan Assn., Farmingdale, N.Y.	298,346,938	297,013,847
El Dorado Savings & Loan Assn., Placerville, Calif.	298,141,000	266,299,633
New Home Fed. Savings & Loan Assn., Wyomissing, Pa.	298,046,454	302,499,228
Main Line Federal Savings & Loan Assn., Villanova, Pa.	296,854,000	.....
Hamilton Federal S & L Assn., Brooklyn, New York	296,320,000	273,913,000
First Federal Savings & Loan Assn., Waterbury, Conn.	294,277,091	277,756,000
Provident Fed. Savings & Loan Assn., Riverside, Calif.	294,222,881	277,764,663
Alamo Savings Assn., San Antonio, Tex.	293,133,925	235,461,181
International Savings & Loan Assn., Ltd., Honolulu	292,874,030	260,201,469
Parkvale Savings Assn., Pittsburgh	292,367,012	295,517,618
Whitestone Savings, FS&LA, Queens, New York	291,592,367	282,116,447
Arlington Heights Federal Savings & Loan Assn., Ill.	290,051,654	285,379,360
First Federal Savings & Loan Assn., La Crosse, Wis.	289,848,564	282,589,000
First Federal Savings & Loan Assn., Hendersonville, N.C.	289,332,774	274,828,000
Otero Savings & Loan Assn., Colorado Springs, Colo.	289,180,000	.....
St. Francis Savings & Loan Assn., Milwaukee, Wis.	288,818,000	.....
American Savings Assn. of Kansas, FS&LA, Wichita	288,719,000	251,904,182
Fidelity New York, FA, Queens, New York	288,457,370	.....
Fidelity Federal Savings & Loan Assn., Galesburg, Ill.	288,217,000	.....
Liberty Federal Savings & Loan Assn., Macon, Ga.	283,655,733	270,219,284
Metropolitan Federal Savings & Loan Assn., Bethesda, Md.	283,395,000	.....
First Fed. Savings & Loan Assn., Valparaiso, Ind.	280,869,150	263,151,000
Home Federal Savings & Loan Assn., St. Louis, Mo.	279,109,448	261,045,890
Tarrant Savings Assn., Fort Worth, Tex.	277,819,000	258,315,548
First Federal Savings & Loan Assn., Davenport, Iowa	276,811,000	273,238,000
Franklin Federal Savings & Loan Assn., Richmond	274,994,652	271,629,880
Union Federal Savings & Loan Assn., Indianapolis	273,295,000	264,415,000
United Federal Savings & Loan Assn., Manchester, N.H.	271,230,838	256,494,329
Rocky Mountain Federal Savings & Loan Assn., Cheyenne, Wyo.	271,219,558	.....
First Federal Savings & Loan Assn., Largo, Fla.	271,080,000	278,395,000
Pioneer First Federal S & L Assn., Lynnwood, Wash.	267,933,367	245,310,676
Hemet Federal Savings & Loan Assn., Calif.	266,387,000	264,171,000
Home Federal Savings & Loan Assn., Worcester, Mass.	265,912,784	270,676,000
First Federal Savings & Loan Assn., Alexandria, Va.	263,680,359	232,931,002
Piedmont Fed Savings & Loan Assn., Winston-Salem, N.C.	261,501,948	258,799,241
Yakima Federal Savings & Loan Assn., Wash.	260,309,588	258,347,313
National Savings & Loan Assn., Wauwatosa, Wis.	257,769,135	264,543,575
Maspeth Federal Savings & Loan Assn., Queens, New York	256,333,762	246,198,796

S&Ls . . .

Continued from page 3

Englewood, with $747 million in assets — and the $134 million-asset Commerce Savings FS&LA, Shawnee, Kan.

Interstate Mergers Soar

The number of interstate mergers quadrupled last year. There were 16 such mergers in 1982 compared with four in 1981, the first year interstate mergers were allowed.

The largest institution acquired was the $3 billion-asset Fidelity Savings FS&LA, San Francisco. It was acquired last August by the $130 billion-asset Citicorp, New York, the nation's largest commercial bank holding company. The association's name was later changed to Citicorp Savings FS&LA, and it was the nation's 35th largest S&L in deposits at yearend, with $1.9 billion.

In total, 31 associations were acquired in interstate mergers last year by 16 companies. The assets of these 31 associations totaled approximately $12.9 billion.

Home Still Number One

For the 28th year in a row, Home Savings of America, a Federal Savings & Loan Association, Los Angeles, was the nation's largest S&L. It had $11.8 billion in deposits on Dec. 31, up 6.7% from $11.1 billion a year earlier. In January 1982, Home merged five non-California S&Ls with combined assets of $657 million.

Great Western Savings, a Federal Savings & Loan Association, Beverly Hills, again was second, with $8.7 billion in deposits, up 11.4% from a year earlier.

California Federal Savings & Loan Association, Los Angeles, advanced to third place, with $7.6 billion in deposits, up 47% from a year earlier when it ranked fifth with $5.2 billion. The bulk of its gain was attributable to mergers.

In February 1982, California Federal was involved in an interstate merger involving five associations with combined assets of over $1 billion. The largest of these associations was the $724 million-asset United Federal Savings & Loan Association of Broward County, Fort Lauderdale, Fla.

For the second consecutive year, the fastest growing S&L among the top 300, without the help of mergers, was State Savings & Loan Association, Stockton, Calif. It jumped five places to rank seventh, with deposits of $4.9 billion, up 78% from $2.7 billion a year earlier.

State Savings, a subsidiary of Financial Corp. of America, Los Angeles, advanced 30 places in rank in 1981, with a 113% increase in deposits.

Among the top 300, the fastest growing, with the help of mergers, was Chicago Federal Savings, which had a 244% gain in deposits. It moved up 267 places to rank 102d, with $950 million in deposits.

Formerly the Crawford Savings and Loan Association, it changed its name to Chicago Federal when it acquired the $585 million-asset Chicago Federal Savings & Loan Association and the $169 million-asset Prairie Fedral Savings & Loan Association, Chicago Heights, in September 1982.

The Tabulation

In addition to the listing of the 300 largest S&Ls by deposits, the American Banker presents, for the second year in a row, a geographical breakdown of the top 300 S&Ls, which includes a selected breakdown of their deposit accounts. As this tabulation shows, the six-month MMCs accounted for 27.6% of deposits; the 2½-year small-saver certificates comprised 22.3%; NOW accounts were 2.8%; All-Saver certificates were 1.3%; and 91-day accounts with $7,500 minimum maturity accounted for 0.6%.

Also, a listing of all interstate mergers for 1982 and 1983 up to the present appears on page 3. ■

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FDIC-Backed Bonds Slated

By GEORGE YACIK
The Bond Buyer

NEW YORK — At least two more issuers plan to sell agricultural development bonds indirectly backed by insurance from the Federal Deposit Insurance Corp.

The Industrial Commission of North Dakota plans to sell $15 million of "aggie" bonds through negotiation on March 3 to E.F. Hutton & Co. Inc., which invented the bonds, and Piper, Jaffray & Hopwood Inc., the securities company based in Minneapolis. The issue is expected to be priced early next week.

In addition, the Nebraska Agricultural Development Corp. will probably come to market with an issue in about three or four weeks, according to Gary Gray, vice president in the public finance department of E.F. Hutton in Philadelphia. Mr. Gray said it was too early to say how big this issue will be.

The North Dakota issue will be backed by the FDIC insurance, and Mr. Gray said he expects the Nebraska bonds to carry the guarantee, too.

Since December, at least two aggie bond issues have been sold, both backed by the FDIC insurance. The Oklahoma Development Authority sold $29 million of bonds on Dec. 17, and the Alabama Agricultural Development Authority sold $6 million on Jan. 13.

FDIC-backed aggie bonds, along with mortgage revenue and industrial development bonds that are backed by either the FDIC or the Federal Savings and Loan Insurance Corp., have lately been called into question by, among others, Treasury Secretary Donald T. Regan.

Last month, Mr. Regan, in a letter to FDIC Chairman William M. Isaac and Richard T. Pratt, chairman of the Federal Home Loan Bank Board, which oversees the FSLIC, said that using this insurance to back tax-exempt bonds was "at odds with the administration's policies."

Last week, Mr. Pratt said in a letter to Sen. John Tower, R-Tex., that the use of the federal insurance in this manner is "inconsistent with public policy." He said that although the Bank Board could not unilaterally halt the use of the insurance in bond issues, it would be "pleased to work with" the Treasury Department and Congress to restrict their use.

Mr. Gray would not comment directly on what these events might mean to the use of aggie bonds but said E.F. Hutton was planning "no particular strategy" to counter them.

"We think it's a program that's important to the American agricultural system," Mr. Gray said. ■

S&L Company Posts Results

LOS ANGELES — H.F. Ahmanson & Co. reported net income for the fourth quarter of $16.6 million and a net loss of $44 million for the year.

H.F. Ahmanson is the parent of Home Savings of America FS&LA of Los Angeles, the nation's largest S&L. The thrift unit had assets of $16.1 billion at Dec. 31, compared with $16.8 billion for the holding company.

The fourth-quarter profit for H.F. Ahmanson reflects a loss from the repurchase of $38,000 of mortgage-backed securities. The yearend loss includes a securities gain of $440,000.

The company lost $51.3 million in 1981, reflecting a securities gain of $10.1 million. In the fourth quarter of that year, Ahmanson lost $43.7 million, including a deficit of $218,000 from the repurchase of securities.

Contributing to the fourth-quarter 1982 profit was "the cumulative effect of a six-month decline in interest rates, which translated into sharply lower money costs," a spokesman said.

The company's year-over-year cost of funds was down in the fourth quarter, from 12.11% at Dec. 31, 1981, to 10.12% on the same date in 1982. This was the lowest level since the end of 1980, the spokesman said.

Loan originations in the fourth quarter grew to $249 million, the highest level since the third quarter of 1980 and up from the depressed $49 million in the fourth quarter of 1981. For the year, $592 million of loans were made, compared with $382 million in 1981. ■

Bear, Stearns to Move Eurobond Unit to UK

NEW YORK — Bear, Stearns & Co., testing the Eurobond market waters out of New York for the past two years, plans to enter the mainstream of the Eurobond business this spring with the transfer of its Eurobond operations to London.

As part of the move, Bear, Stearns has hired Peter Ganschinietz to develop and manage its Eurobond operation out of London. Mr. Ganschinietz's contract with his current employer, Westdeutsche Landesbank Girozentrale, expires June 1, said Michael Horsburgh, Bear, Stearns general partner. He is a former director of the Association of International Bond Dealers.

Initially, the firm expects to employ five to seven salespeople in London and three to four traders. Mr. Horsburgh said the firm is "not a major factor" in the Eurobond business currently. He noted that the firm's policy is to "start small and see what happens" in new businesses. ■

To Our Readers

American Banker would appreciate your comments on the savings and loans statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ Date_____

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Travelers Seeks FDIC Backing for Market Account

By SCOTT McMURRAY

NEW YORK — The Travelers Corp. plans to offer its own federally insured market rate accounts in competition with banks through its system of 10,000 independent insurance agencies.

Travelers has applied to the Federal Deposit Insurance Corp. for its trust company subsidiary, the Massachusetts Co., to become an FDIC member. The Massachusetts Co., founded in Boston in 1818, is chartered in that state.

If approval is granted as expected within the next few months, Travelers will able to use the trust subsidiary to offer the FDIC-insured accounts.

C. Roderick O'Neil, chairman of the finance committee at Travelers, disclosed the move to take deposits Tuesday during a panel discussion sponsored by the Wall Street Planning Group.

Travelers is the nation's fourth largest property and casualty insurer, with total assets of more than $27 billion. In addition to the Massachusetts Co., which it purchased in 1969, it also owns the Keystone Custodian Funds group of

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Treasury Moves to Ease Withholding Rules

Yearend Collection, Other Measures Not Seen Appeasing Bankers

By ANDREW ALBERT

WASHINGTON — The Treasury Department took steps Wednesday to ease the expected burdens of the upcoming tax withholding provisions, but dissatisfied bankers said the fight for repeal will go on.

John E. Chapoton, assistant Treasury secretary for tax policy, said the technical changes in the withholding regulations would be "very helpful" in dissuading lawmakers from voting to repeal the law.

He added that the revisions addressed some of the major concerns that financial institutions have voiced about the provision allowing the government to begin withholding 10% of all interest and dividend income.

But many viewed the move largely as a Reagan administration attempt to appease bankers and lawmakers who have waged an all-out battle to repeal withholding. In Congress, the debate heated up, with the key players on both sides airing their opinions wherever possible.

In general, the government is still due to start withholding July 1.

However, Mr. Chapoton announced at a press briefing that the department will delay the start of withholding on original-issue discount securities — like Treasury bills — until Jan. 1, 1984.

The changes also allow depository institutions to withhold customers' interest only at the end of each year, rather than quarterly, for the new money market deposit and Super NOW accounts.

These accounts were added to the list of those already eligible for yearend

➳ Withholding: Page 15

Tellers Seek Rung on Success Ladder

Others Happy in Job if Good Work Is Given Recognition

By DIANE SIMMONS

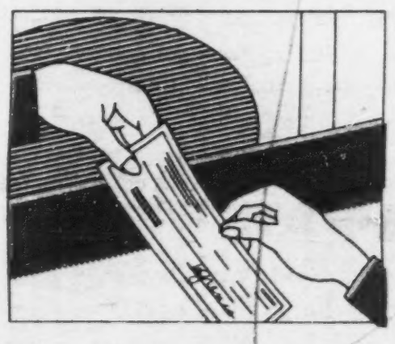
What do the tellers want? You give them courses, business cards, and plaques, and they still quit. You certify them and "recognize" them, but the problem of turnover persists.

It's hard to get around the fact that they want more money. The main reason tellers quit is low pay. That's what they told the Cole and Associates researchers in a survey of teller turnover, released in December.

Third in a Series

Banks undertaking a serious program to improve turnover rates have to "put their money where their mouth is," says James Hubbard of Hubbard and Associates consulting firm.

But there are two problems with increasing pay. One is that, given the low base level — the average income



of a teller in 1981 was $8,100, according to the Cole survey — the 10%-15% increases included in most "programs" to reduce turnover are less than overwhelming. Even increases in the range of 35% have failed to substantially affect the long-term turnover rate, says Dr. Robert O. Metzger, a management consultant who observed such an effort in two southern banks.

The second problem is that banks will continue to resist justifying high salaries for people whose jobs are limited to

➳ Teller: Page 8

Merrill Offers Floating Notes Aimed at Banks

By ALICE ARVAN

NEW YORK — Merrill Lynch's investment banking arm, Merrill Lynch White Weld Capital Markets Group, has introduced a corporate floating-rate note priced off of the one-month commercial paper index. The vehicle is designed to appeal to banks and thrifts with a heightened need to find matching investments for huge inflows of assets from the new money market deposit accounts.

The new product is the first in what will be a series of Merrill investment vehicles specifically geared to help banks and thrifts match their assets with their liabilities. Industry analysts expect other brokerage houses to introduce new products of similar design

➳ John Deere: Page 16

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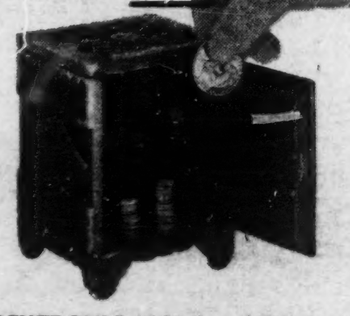

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Computer-Related Crime Tied To Low-Expertise Employees

By GORDON MATTHEWS

NEW ORLEANS — Over 70% of computer-related bank crime is committed by persons in lower levels of computer operations and expertise — clerks, officers, and tellers — rather than by data-processing personnel.

This is a key finding of a study of computer-linked fraud in the banking and insurance industries by a task force of the American Institute of Certified Public Accountants.

The study has not yet been released, but a few of its results were previewed here this week at the 1983 conference on bank security sponsored by the Bank Administration Institute.

Among the other findings of the study:

• Computer-assisted bank crimes involve theft of assets in 78.8% of the cases, but manipulation of data, a worry of many bankers, occurs in only 7% of the cases.

• A small but significant 2.9% of the cases results from employee "ego trips." Apparently, such workers seek challenges or feel their work deserves more recognition.

• Many incidents of computer-based fraud continue for several months and even longer than a year.

• Internal auditors at banks are credited with uncovering 23.5% of computer-related crimes, while middle management detects another 22% of such incidents at financial institutions.

• Losses exceeded $1 million in 1.2% of the cases analyzed in the study.

The findings were discussed here by Bill D. Colvin, who recently left the Federal Bureau of Investigation to become assistant inspector general of the National Aeronautics and Space Administration. At the conference, Mr. Colvin led a workshop on computer fraud.

The study found that 43.5% of computer-linked crimes at banks could be attributed to clerical personnel. Bank

➳ Fraud: Page 16

Money Funds Are Luring the Kiters

NEW ORLEANS — Bank security officers say they are troubled by a growing incidence of check-kiting among customers of money market mutual funds.

Bankers attending the annual security conference of the Bank Administration Institute here say recession and unemployment have given more people the reason and the time to engage in kiting.

And they believe money market mutual funds with check-writing privileges are providing an added opportunity.

With money funds, kiting occurs when checks are written from several funds to each other to earn daily interest on money that is in several places as collection is under way.

Bank security officials say this kind of kiting may grow, now that the banks offer accounts similar to money funds.

Willingness to Pay

Money funds are relatively new, but the ingredients of check-kiting are not. They are the willingness of a bank to

➳ Kiting: Page 5

Institutions Boost Stock on Quarter

By DAVID O. TYSON

NEW YORK — Banks and other institutional investors added $11.6 billion in stock to their portfolios in the fourth quarter of 1982, the most since they started reporting equity holdings to the Securities and Exchange Commission in 1979.

For the entire 12 months of 1982, quarterly 13-F reports show the institutions invested a net $28.7 billion in the stock market, also the most for the past four years.

Nearly $2 billion of that went into American Telephone & Telegraph Co. shares, including $819 million in the last three months of the year. As recently as 1980 the institutions were getting out of AT&T, their net sales running to $589 million that year.

AT&T headed the list of top buys in the 1982 final quarter. And it ranked second among the top holdings at yearend, as 494 institutions had AT&T stock worth $12.0 billion.

International Business Machines Corp. remains the favorite, however. The 13-F reports show 537 institutions held nearly $29.0 billion of IBM stock at yearend.

The institutions were active on both sides of the stock market in the October-December quarter. Their gross purchases of $63.6 billion were the most in the four years of the 13-F program. So were their $52.0 billion in sales.

Managers with investment discretion over more than $100 million of equity must report their positions each quarter to the SEC on Form 13-F. Bank trust departments manage more than any other group.

Changes in holdings from one quarter to another indicate the net buying or selling, though other factors may account for the difference, such as mergers, new accounts coming into an institution, old accounts leaving, and the conversion of convertible securities.

Computer Directions Advisors Inc., Silver Spring, Md., has a contract with the SEC to collate the 13-F reports and publish the aggregate figures.

Office Equipment Favored

The office and business equipment group was the most heavily acquired in the final quarter of the year, with a net $726.6 million invested in it. IBM accounted for only $44.3 million of that.

Actually, a group labeled "miscellaneous" shows even greater net buying, but CDA suggested it be ignored since it is a catch-all collection of several hundred disparate issues that cannot be classified.

Behind business equipment among favored groups in the three months were hospital management with $710.7 million net purchases, semiconductors

➳ Institutions: Page 12

Mergers, Acquisitions

Florida National Completes Sale Of 24 Banking Offices to Southeast

10-Year Period of Negotiated Peace Begins

By MERWIN SIGALE

MIAMI — Two of Florida's largest bank holding companies have begun a negotiated 10-year period of peace.

Southeast Banking Corp. in Miami and Florida National Banks of Florida Inc. in Jacksonville officially settled their differences by completing the sale of 24 banking offices of Florida National to Southeast.

The closing this week marked the official end of Southeast's attempt to force a merger with a reluctant Florida National.

As part of the deal signed in December and approved by the Federal Reserve Board, each party agreed that for 10 years it would own no more than 4.9% of the other's voting stock, vote it according to the other's wishes, and give the other a right of first refusal before selling the shares.

Each institution now owns about 3.2% of the outstanding common stock of the other.

The closing was made possible this week when Southeast exercised its option to buy 1.9 million shares of Florida National's common stock from C.A. Cavendes, Sociedad Financiera, a Venezuelan merchant bank.

Southeast paid the agreed-upon $67.5 million for the shares as well as an additional $5.3 million, part of a January agreement that resulted in Cavendes' dropping litigation that might have blocked or delayed the accord between Southeast and Florida National.

The announcement of the $5.3 million additional payment was the first time Southeast disclosed how much it had agreed to pay Cavendes beyond the price of the stock itself. Prior announcements had said only that Southeast, Florida National, and Chemical New York Corp. would pay Cavendes $11.2 million, without stating how much each firm committed.

Chemical was involved because of its

➳ Southeast: Page 15

First Tennessee Got Good Deal

Analysts Laud $55 Million Purchase of Failed Bank

By TERESA CARSON

NEW YORK — Bank analysts say First Tennessee National Corp., Nashville, got a good deal when it bought the failed United American Bank, Knoxville, for about $55 million.

"First Tennessee slicked 'em," said Buck Jones, a bank analyst, at J.C. Bradford & Co. But, he cautioned, "This has to be looked at totally differently from any other transaction."

"The bank is worth a lot more to them than the out-of-staters, who would have had to start from scratch."

Three weeks ago, First Tennessee bought the failed United American Bank. The price paid includes about $20 million of depreciation in the bond and loan portfolio and up to $86.5 million of United American's bad loans. As part of the deal, First Tennesse got a $36 million 10-year note from the Federal Deposit Insurance Corp. on which interest floats 50 basis points above the one-year Treasury bill rate.

Analysts and bankers say a detailed assessment of the transaction is difficult, because not enough information is made public. In addition, it will take time to know the extent of the damage from United American's loan portfolio.

In addition, analysts say First Tennessee has a leg up because of its experience in resurrecting failed banks. Seven years ago, the company acquired the defunct $408 million-deposit Hamilton National Bank of Chattanooga.

Analysts say First Tennessee was able clean up Hamilton National making it a bargain purchase. "Hamilton turned out ot be a good deal for them," according to John Moore of Robinson-Humphrey/American Express.

Alan Catmur, bank analyst at Morgan Keegan & Co. Inc. said the acquisition "certainly will put some pressure on First Tennessee's earnings initially, but it is positive in the long run."

"I think they will increase earnings per share with this transaction," Mr. Jones said, "that's unusual for an acquisition."

Mr. Jones said that if the transaction is analyzed from perspective of the present value of the cash paid compared with present value of the cash to be taken in, it is a good deal. Mr. Jones believes the present value of the cash inflow is about $21 million, and the present value of the cash First Tennessee is paying is only $12 million. ■

Union Planters Makes 'Conditional Offer' For Knoxville Bank

Union Planters Corp. of Memphis has made a "conditional offer" to acquire the $205 million-deposit **Valley Fidelity Bank & Trust Co.** of Knoxville, Tenn., for $31.2 million in cash.

In the proposal, Union Planters is offering $61.90 for each of Valley Fidelity's 500,000 common and 4,000 preferred shares, approximately one and one half times the Knoxville bank's book value of $41.27 per share.

Lately, Valley Fidelity stock has been trading in the "mid-30s," according to Ralph E. Sudholt, vice president and manager of investor relations at the Memphis institution.

Noting that in 1982, Valley Fidelity posted a 16% return on equity and a return on assets of 1.4%, he said that "It's one of the best banks in Tennessee, which is why we're willing to pay this much."

Union Planters Corp., whose principal subsidiary is the $952 million-deposit Union Planters National Bank

➳ Planters: Page 7

Pa. Merger Being Renegotiated

Special to the American Banker

READING, Pa. — Terms of the proposed merger of Bancorp of Pennsylvania, parent of Bank of Pennsylvania here, into Dauphin Deposit Corp., parent of Dauphin Deposit Bank & Trust Co., of Harrisburg, are being renegotiated because of lower Bancorp earnings.

The Reading-based holding company's net operating earnings in 1982 dropped to $3,020,000, or $1.95 a share, from $4,821,000, or $3.12 a share in 1982. There was a fourth-quarter loss of $176,000 in 1982, equal to 12 cents a share, compared with net operating earnings of $1,616,000, or $1.05 per share in the fourth quarter of 1981.

The loss stemmed from a loan-loss provision in the quarter of $1,366,000, reflecting most of the estimated maximum potential loss of $800,000 from loan participations with the defunct Penn Square Bank, plus "general economic uncertainties," according to Frederick Ruccius, Bancorp chairman and chief executive officer.

Mr. Ruccius said he hoped the talks "can be completed as quickly as possible" and that "both sides are working positively toward a solution." Breaking off the merger plan is possible, he said.

Original terms called for Dauphin Deposit to pay $27 in cash for up to 40% of Bancorp stock, with an exchange of a half-share of Dauphin for the remaining Bancorp shares.

Book value of Bancorp is around $26.50. ■

Kidwell Resigns as Chairman of Eureka

SAN FRANCISCO — Kenneth L. Kidwell has resigned as chairman of the board of Eureka Federal Savings & Loan Association and has been replaced by L. E. Castner.

Mr. Castner, 78, had been first vice chairman and was still an active member of the board of directors.

Mr. Kidwell will continue to be president and chief executive officer of Eureka, with full responsibility for corporate operations. He will remain on the board.

Mr. Kidwell has made headlines locally because it was disclosed that he had aided federal agents in the apprehension and arrest of John Z. DeLorean, the automobile manufacturer who was arrested on charges of dealing in cocaine and various other charges.

Mr. Castner is a resident of Boyes Hot Springs in Sonoma County, north of San Francisco, and has been active in numerous civic, business and political affairs. ■

Chapman Named NBNA Executive

NEW YORK — Robert G. Chapman has been elected executive vice president of National Bank of North America.

Mr. Chapman will be responsible for NBNA's systems group. He was previously a vice president of Transaction Technology Inc., a subsidiary of Citibank NA, where he was project director for the consumer banking system.

Prior to that, Mr. Chapman was president of Chapman Systems Inc. Earlier, he was employed by Compata Inc. and Xerox Data Systems. ■

Nussbaum Named EVP At Coast Federal S&L

LOS ANGELES — Jerome Nussbaum has been appointed an executive vice president of the Coast Federal Savings & Loan Association.

Mr. Nussbaum joined the association in 1980 as group senior vice president and chief financial officer with responsibility for accounting, investments, and systems.

He previously served as a divisional vice president, treasurer, and controller of another major savings and loan association for three years. Prior to that he was a manager with Peat, Marwick, Mitchell & Co. for three years. ■

Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Alabama, Alaska, Arizona, Arkansas, and California are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent edtions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks to be published on March 4.

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 30, 1981*	Rank 12/31/81	Gain
ALABAMA					
1	Central Bank of the South, Birmingham	1,979,285,076	1,745,849,705	1	
2	First National Bank, Birmingham	1,497,697,000	1,405,589,000	2	
3	SouthTrust Bank of Ala. NA, Birmingham	1,024,794,388	949,539,384	3	
4	First National Bank, Mobile	520,261,817	529,272,821	4	
5	Merchants National Bank, Mobile	496,929,066	485,001,025	5	
6	First Alabama Bank, Birmingham	455,204,000	412,498,000	7	+1
7	First Alabama Bank of Montgomery NA	443,409,000	477,787,177	6	
8	Union Bank & Trust Co., Montgomery	278,458,369	244,565,141	8	
9	American Nat'l Bk & Tr Co., Mobile	230,168,302	216,641,546	10	+1
10	First Alabama Bank of Huntsville NA	225,494,545	221,010,154	9	
ALASKA					
1	National Bank of Alaska, Anchorage	694,515,000	607,456,000	1	
2	First National Bank, Anchorage	455,236,000	396,144,000	2	
3	Alaska Nat'l Bank of the North, Fairbanks	215,769,000	187,445,000	3	
4	Alaska Bank of Commerce, Anchorage	168,145,202	171,931,802	4	
5	United Bank Alaska, Achorage	163,434,375	116,127,213	5	
6	Alaska Pacific Bank, Anchorage	135,098,000	112,435,000	6	
7	Alaska Statebank, Anchorage	118,795,000	90,822,000	7	
8	First National Bank, Fairbanks	84,984,000	67,013,000	9	+1
9	First Bank, Ketchikan	83,442,477	77,775,834	8	
10	B. M. Behrends Bank, Juneau	58,013,000	47,936,000	10	
ARIZONA					
1	Valley National Bank, Phoenix	5,530,945,000	5,027,360,000	1	
2	First Interstate Bk. of Ariz. NA, Phoenix	3,622,580,000	3,325,466,000	2	
3	Arizona Bank, Phoenix	1,970,553,118	1,775,828,261	3	
4	United Bank of Arizona, Phoenix	929,282,000	703,555,000	4	
5	Great Western Bank & Trust, Phoenix	456,939,000	449,100,013	5	
6	Continental Bank, Phoenix	271,188,952	262,752,463	6	
7	Century Bank, Phoenix	142,759,023	142,359,150	7	
8	Thunderbird Bank, Phoenix	130,214,269	115,108,193	8	
9	Union Bank, Tucson	87,125,000	84,191,000	9	
10	State Bank, Lake Havasu City	46,838,000	44,362,000	10	
ARKANSAS					
1	Worthen Bk & Trust Co. NA, Little Rock	556,526,899	492,732,917	1	
2	Union National Bank, Little Rock	341,051,130	305,604,000	3	+1
3	Commercial National Bank, Little Rock	325,443,000	308,143,784	2	
4	First National Bank, Little Rock	278,392,782	286,162,328	4	
5	First National Bank, Fort Smith	223,612,682	193,747,000	6	
6	Simmons First National Bank, Pine Bluff	222,220,622	216,559,716	5	
7	Arkansas Bank & Trust Co., Hot Springs	218,638,491	192,515,667	7	
8	State First National Bank, Texarkana	207,195,705	178,834,028	8	
9	First National Bank, Hot Springs	199,455,330	166,127,000	9	
10	City National Bank, Fort Smith	183,584,270	144,149,630	12	+2
CALIFORNIA					
1	Bank of America NT&SA, San Francisco	95,037,498,000	95,985,514,000	1	
2	Security Pacific Nat'l Bk, Los Angeles	25,791,750,980	23,441,590,827	2	
3	Crocker National Bank, San Francisco	18,334,746,000	16,516,627,000	4	+1
4	Wells Fargo Bank NA, San Francisco	18,065,044,000	17,226,213,000	3	
5	First Interst. Bk. of Calif., Los Angeles	15,950,069,000	14,556,481,000	5	
6	Union Bank, Los Angeles	5,436,326,000	5,206,310,000	6	
7	California First Bank, San Francisco	3,576,149,000	3,496,975,000	7	
8	Bank of California NA, San Francisco	2,734,776,000	2,452,860,000	8	
9	Lloyds Bank of California, Los Angeles	2,129,800,000	2,373,990,257	9	
10	Sumitomo Bank of Calif., San Francisco	1,867,495,962	1,747,532,858	10	

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Rosenberg Will Move to Wells Fargo's LA Office

SAN FRANCISCO — Richard M. Rosenberg, vice chairman of Wells Fargo & Co. and of its principal subsidiary, Wells Fargo Bank NA, is moving from San Francisco to Los Angeles, where he will serve as the company's senior executive in southern California.

In a related move, Paul Hazen, vice chairman, who had maintained offices in southern California, will now be headquartered in San Francisco.

Mr. Rosenberg, 52, and Mr. Hazen, 41, are members of Wells Fargo's executive office, which also includes Carl E. Reichart, 51, chairman and chief executive officer, and Robert L. Kemper, 54, vice chairman of the board.

Mr. Rosenberg is replacing Richard P. Cooley as Wells Fargo senior executive in southern California.

Mr. Cooley retired from Wells Fargo as chairman and chief executive officer. He is now chairman and chief executive officer of Seafirst Corp., Seattle. ■

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Fleet Issues 10-Notes; Sec Pac Notes Bid Lower

NEW YORK — Fleet Financial Group has entered the debt market with a $50 million issue, and a previously announced $100 million Security Pacific debt issue was bid lower when it opened to trading.

Fleet, Providence, R.I., issued $50 million in 10-year senior notes which will yield 11.25%. The notes were priced at par and are being offered by co-underwriters Salomon Brothers Inc. and Warburg Paribas Becker-A.G. Becker.

Proceeds of the issue will be used to retire $30 million in notes due this year and for general corporate purposes.

Meanwhile, a syndicate offered an issue of $100 million in four-year notes of Security Pacific Corp., Los Angeles. The notes were immmediately bid ⅜ of a point lower than its opening price last Friday.

By early Tuesday, the notes were priced at 99⅝%-99⅞%, to yield 10.84%, according to lead manager Goldman Sachs & Co. The notes were originally priced at par to yield 10.3%. They are rated A2 by Moody's Investors Service. ■

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Market Rally Boosts Equity Portfolios

By SCOTT McMURRAY

NEW YORK — Nearly every equity portfolio of over one $1 billion in the country increased in value during last year's fourth quarter on the strength of the continuing market rally. The rally also added 21 trust or money management stock portfolios to the billion dollar stockholder club for a total of 138.

During the fourth quarter of last year the Standard & Poor's 500 increased 16.8%, or 18.2% on a total return basis.

The top five leaders of the billion dollar-plus portfolios remained unchanged from their third quarter 1982 ranking. They are, in descending order of holdings, J.P. Morgan & Co. Inc., College Retirement Equities Fund, Bankers Trust New York Corp., Citicorp, and Batterymarch Financial Management.

The rankings are derived from 13-F reports institutions file with the Securities and Exchange Commission.

The nation's equity leader, J.P. Morgan, added nearly $2.5 billion to the value of its equity holdings during

Money Market Funds Table, Page 16

the quarter to end the year with over $13.7 billion. The College Retirement Equities Fund is only the second stock portfolio in the country to top the $10 billion mark, increasing its value during the quarter by over $700 million to $10.6 billion.

Prudential Insurance Co. dropped from sixth in the rankings at the end of the third quarter last year to ninth by the end of the fourth quarter, even though the value of its equity holdings jumped nearly $800 million to $6.93 billion.

Assuming the sixth place ranking at the end of the year was Donaldson, Lufkin & Jenrette Securities Corp. DLJ's Alliance Capital Management subsidiary, which handles most of the brokerage firm's money management functions, increased the value of its stock holdings approximately $2.3 billion to $7.65 billion during the fourth quarter.

Among newcomers to the billion dollar ranking, Maryland State Retirement Funds joined the group with $1.6 billion in equity holdings. Another stock portfolio to top $1 billion during the fourth quarter was Berkshire Hathaway Inc. Berkshire Hathaway is the Omaha-based holding company through which well-known investor Warren Buffett manages his and clients' stock holdings. Mr. Buffett is chairman of the holding company.

Institutions that have investment discretion over at least $100 million in equity assets are required to file the 13-F reports each quarter with the SEC, and some with less than that do so voluntarily.

Computer Directions Advisors Inc., of Silver Spring, Md., collates the reports on contract with the SEC and publishes the results. The billion dollar club members are picked off the list of reporting institutions and their holdings which CDA furnished the American Banker. ■

The Billion-Dollar Stockholders

Dec. 31, 1982

1.	J.P. Morgan & Co., Inc., New York	$13,704.2
2.	College Retirement Equities Fund, New York	10,606.8
3.	Bankers Trust New York Corp	9,066.6
4.	Citicorp, New York	8,086.1
5.	Batterymarch Financial Management, Boston	7,794.2
6.	Donaldson, Lufkin & Jenrette Securities Corp., New York	7,651.3
7.	State Street Research & Management, Boston	7,633.2
8.	First Interstate Bancorp., Los Angeles	7,453.3
9.	Prudential Insurance Co., Newark, N.J.	[6,931.3]
10.	Wells Fargo Bank NA, San Francisco	[6,913.0]
11.	T. Rowe Price Associates, Baltimore	6,648.6
12.	Putnam Management Co., Boston	6,646.8
13.	Fayez Sarofim & Co., Houston	6,467.7
14.	Capital Guardian Trust Co., Los Angeles	5,577.7
15.	Harris Trust & Savings Bank, Chicago	5,564.5
16.	Bank of California NA, San Francisco	[5,553.6]
17.	Manufacturers Hanover Corp., New York	5,481.4
18.	Morgan Stanley Inc., New York	5,468.1
19.	Wellington/Thorndike, Boston	5,257.8
20.	Equitable Life Assurance Society, New York	5,105.8
21.	Mellon National Corp., Pittsburgh	5,090.4
22.	Chemical New York Corp	4,982.6
23.	Travelers Corp., Hartford	4,972.8
24.	Chase Manhatten Corp., New York	4,932.2
25.	California Public Employees Ret. System, Sacramento	4,667.7
26.	U.S. Steel & Carnegie Pension Fund, Pittsburgh	4,335.7
27.	Delaware Management Co. Inc., Philadelphia	4,202.9
28.	Northern Trust Corp., Chicago	4,202.5
29.	Scudder Stevens & Clark, New York	4,177.0
30.	Crocker National Corp., San Francisco	4,147.1
31.	Capital Research & Management Co., Los Angeles	3,880.9
32.	AmeriTrust, Cleveland	3,855.5
33.	National City Bank, Cleveland	3,812.2
34.	New York State Teachers Retirement, Albany	3,804.4
35.	Jennison Associates Capital Corp., New York	[3,791.0]
36.	Loomis, Sayles & Co., Inc., Boston	3,757.1
37.	General Electric Pension Trust, Stamford, Conn	3,646.8
38.	State Farm Mutual Automobile Ins. Co., Bloomington, Ill	3,509.8
39.	Lord, Abbett & Co., New York	3,470.8
40.	Oppenheimer & Co., New York	3,364.8
41.	First National Boston Corp	3,337.4
42.	Kemper Financial Services, Chicago	3,331.7
43.	Stein Roe & Farnham, Chicago	3,296.4
44.	University of California, Berkeley	3,236.2
45.	Eberstadt Asset Management, New York	3,226.2
46.	Centerre Bancorp., St. Louis	3,204.4
47.	Bank of New York	3,171.1
48.	American National Bank & Trust Co., Chicago	3,153.6
49.	Neuberger & Berman, New York	3,135.1
50.	United States Trust Co., New York	[3,132.8]
51.	E.I. duPont de Nemours, Wilmington, Del	3,089.6
52.	Teledyne Inc., Los Angeles	2,951.9
53.	Aetna Life & Casualty Co., Hartford	2,916.4
54.	Sears Investment Management Co., Chicago	2,912.0
55.	Fiduciary Trust Co., New York	2,883.8
56.	First Chicago Corp	2,862.7
57.	Continental Illinois National Bank & Trust Co., Chicago	2,852.5
58.	NBD Bancorp. Inc., Detroit	2,830.6
59.	FMR Corp., Boston	[2,818.7]
60.	Pioneering Management Corp., Boston	2,796.6
61.	MacKay-Shields Financial Corp., New York	2,764.8
62.	Texas Teacher Retirement System, Austin	2,746.5
63.	Wilmington Trust Co., Del	2,722.6
64.	Forstmann-Leff Associates, New York	2,664.4
65.	Alleghany Corp., New York	2,566.9
66.	Cigna Investment Management Co., Hartford	2,543.7
67.	Provident National Corp., Philadelphia	[2,538.4]
68.	Manufacturers National Bank., Detroit	2,495.9
69.	RepublicBank Corp., Dallas	2,492.8
70.	Wisconsin Investment Board, Madison	2,473.6
71.	Girard Bank, Philadelphia	[2,410.3]
72.	Massachusetts Financial Services Co., Boston	2,330.5
73.	American General Corp., Houston	2,287.9
74.	Rosenberg Capital Management, San Francisco	2,285.3
75.	Lincoln First Banks Inc., Rochester, N.Y.	[2,249.2]
76.	J.& W. Seligman & Co., New York	2,187.1
77.	State Street Boston Corp	2,184.1
78.	Ohio State Teachers Retirement Board, Columbus	2,133.9
79.	Continental Corp., New York	[2,107.5]
80.	First Pennsylvania Bank, Philadelphia	[2,084.0]
81.	BankAmerica Corp., San Francisco	2,066.0
82.	Boston Company Inc	1,952.3
83.	First City Bancorp., Dallas	1,875.2
84.	First Trust Co., St. Paul	1,836.9
85.	Allstate Insurance Co., Northbrook, Ill	1,834.8
86.	TCW Asset Management Co., Los Angeles	1,827.2
87.	Endowment Management & Research, Boston	1,776.5
88.	Exxon Corp., New York	1,774.4
89.	Gulf Oil Corp., Pittsburgh	1,754.8
90.	Dreyfus Corp., New York	1,746.4
91.	Mercantile Bancorp. Inc., St. Louis	1,684.6
92.	Eaton & Howard, Vance Sanders Inc., Boston	1,664.2
93.	• Maryland State Retirement Systems, Baltimore	1,635.0
94.	Hartford National Bank & Trust Co	[1,627.8]
95.	Brundage, Story & Rose, New York	[1,600.6]
96.	David L. Babson & Co., Inc., Boston	1,594.6
97.	Interfirst Corp., Dallas	1,548.0
98.	Fidelcor Inc., Philadelphia	1,491.0
99.	Brown Brothers Harriman & Co., New York	1,468.6
100.	Hong Kong & Shanghai Banking Corp., New York	1,411.2
101.	Bank of New England Corp., Boston	1,409.6
102.	BEA Associates Inc., New York	[1,403.0]
103.	Connecticut Bank & Trust Co., Hartford	[1,394.2]
104.	• Criterion Management Co., Houston	1,379.0
105.	Bethlehem Steel Pesion Trust, Bethlehem, Pa	[1,356.5]
106.	Dodge & Cox Inc., San Francisco	1,348.8
107.	• Fred Alger Management Co.Inc., New York	1,329.9
108.	Mercantile Bankshares Corp., Baltimore	1,324.7
109.	Glenmede Trust Co., Philadelphia	1,309.4
110.	• Lazard Freres & Co.,New York	1,303.3
110.	Trust Co. of Georgia, Atlanta	[1,287.4]
111.	• Berkshire Hathaway Inc., Omaha	1,286.8
112.	Torchmark Corp., Birmingham, Ala	1,284.2
113.	Texas Commerce Bancshares Inc., Houston	1,265.6
114.	• Arnold Bernhard & Co.Inc., New York	1,258.3
115.	Northwestern National Bank, Minneapolis	1,254.0
116.	Colorado Public Employees Retirement Assn., Denver	1,227.7
117.	American Telephone & Telegraph Index Fund, New York	1,225.3
118.	Boatmen's Bancshares Inc., St.Louis	[1,216.4]
119.	Wachovia Corp., Winston-Salem, N.C	1,214.0
120.	• American Security Bank NA, Washington:	[1,189.3]
121.	• First National Bank of Minneapolis	1,188.9
122.	• Miller, Anderson & Sherrerd, Bala Cynwyd, Pa	1,179.5
123.	• Fifth Third Bank, Cincinnati	1,176.5
124.	• Weiss, Peck & Greer	1,176.2
125.	• Metropolitan Life Insurance Co., New York	[1,176.1]
126.	• William D. Witter Inc., New York	[1,160.9]
127.	• Shawmut Corp., Boston	1,160.1
128.	• Wertheim & Co.Inc., New York	1,133.8
129.	• Harvard University, Cambridge, Mass	1,117.4
130.	• NCNB Corp., Charlotte, N.C	1,113.9
131.	• Columbia Management Co., Portland, Ore	1,110.1
132.	• Nationwide Mutual Insurance Co., Columbus,O	1,107.3
133.	• Robert Wood Johnson Foundation, Princeton	1,105.4
134.	• Comerica Inc., Detroit	1,100.1
135.	• Lehman Brothers Kuhn Loeb Inc., New York	1,043.1
136.	• Rhode Island Hospital Trust, Providence	1,039.4
137.	• Capital Supervisors Inc., Chicago	1,012.6
138.	• Pittsburgh National Bank	1,009.3

Source: 13-F reports, via Computer Directions Advisors Inc. • Denotes institution not in list for previous quarter.

Equity holdings for earlier quarter-ends are in brackets. CDA did not receive latest quarterly reports from SEC in time for publication.

GN Bankshares BHC Approved

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of GN Bankshares Inc., Girard, Kan., to become a bank holding company by acquiring the Girard National Bank. ■

Institutions Add $11.6 Billion Stock in Quarter

Continued from page 2

with $637.8 million, air transport $597.4 million, and automobiles $494.3 million.

Electric utilities were most heavily sold in the final quarter at a net $494.0 million. That group was followed in order by hospital supplies at $461.1 million, crude oil producers $363.4 million, entertainment $264.6 million, and international oils $253.4 million.

Right under AT&T on the list of top purchases in the October-December period are GTE Corp. with a net $329.7 million, MCI Communications $279.1 million, Hospital Corp. of America $267.6 million, and Time Inc. $241.4 million.

Reflecting the waning appeal of energy stocks, Exxon Corp. was the most heavily sold in the quarter, at $420.2 million. It is followed on the list of sales by Johnson & Johnson at $306.6 million, Warner Communications $277.6 million, Pepsico $246.6 million, and Missouri Pacific $205.0 million.

The market, as measured by Standard & Poor's 500 common stock index, was up 14.8% last year. The institutional buying obviously was a force behind that rise, but their buying and the index change do not always correlate.

Thus, the S&P was up 12.3% in 1979, but the 13-F institutions sold a net $200 million in stock. It was up 25.9% in 1980, and they bought a net $8.3 billion. And it was down 9.7% in 1981 when they were net buyers of $4.6 billion.

The $11.6 billion of net stock buying in the final quarter was 2.5% of the $459.7 billion aggregate investment in stock of the 13-F reporting institutions at the start of the quarter.

The value of those holdings, however, was up 20.9%, or $96.2 billion, to $555.9 billion on the last day of the year. ■

LEGAL ADVERTISING

Foundation Notices

NOTICE

The annual report of **MELVIN & SYLVIA KAFKA FOUNDATION INC.** for the calendar year ended December 31, 1982 is available at its principal office located at 200 East 66th Street, New York, N.Y. 10021 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Melvin T. Kafka.

NOTICE

The annual report of **THE PRUTZMAN FOUNDATION** for the calendar year ended December 31, 1982 is available at its principal office located at 133 Summit Drive, Manhasset, New York 11030 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Charles D. Prutzman, Jr.

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SEC Approves Single-Figure Profit Format

By JOSEPH D. HUTNYAN

WASHINGTON — The Securities and Exchange Commission Thursday approved a regulation to require banking companies to report profits on a single-figure bottom line.

The requirement becomes effective for annual SEC reports due Dec. 31.

Under existing SEC rules, banking firms report what amounts to two bottom lines. The first, labeled "income before securities transactions," describes profits before gains and losses in the securities portfolio. The second figure, "net income," includes the results of securities transactions.

The effect of Thursday's SEC ruling is to move bank profits or losses from securities into the company's income statement.

Those favoring the accounting change argue that a bank's profits or

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The Top 300 U.S. Banks

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Competition Review

Deregulation has wrought many changes in the financial services industry. American Banker's Scott McMurray discusses the ways nonbanks are expanding their services and searching for new customers. Also, for a light look at how the new accounts are affecting the lives of bankers, see page....11

Electronic Banking May Aid Tellers

As banks fully realize the potential of electronic banking, the teller's job will change. Some banks already use ATMs for routine tasks, while tellers do other work....2

South Dakota Capital Rules

South Dakota will cut the capital requirement for out-of-state banks looking to relocate credit card operations there....3

Little Appetite for Reform

The banking industry seems to have little appetite for regulatory reform: WASHINGTON BANK NOTES....4

Crossword — Foreign Banks....4
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Citibank Is Largest in Terms of Capital Funds

By L. MICHAEL CACACE

NEW YORK — Citibank NA, the nation's second largest bank in both deposits and assets, is the largest commercial bank in the nation in terms of total capital. It had $5.5 billion at yearend 1982, up 12.2% from a year earlier.

Bank of America NT&SA, San Francisco, the nation's largest commercial bank in both deposits and assets at yearend 1982, was second to Citibank in capital funds, with $4.2 billion on Dec. 31.

These are some of the findings from a new listing of the top 100 banks in total capital funds developed by the American Banker.

Following BofA were four New York banks: Chase Manhattan Bank NA, with $3.7 billion in capital; Morgan Guaranty Trust Co., with $2.8 billion; Manufacturers Hanover Trust Co., with $2.3 billion; and Chemical Bank, with $2.2 billion.

There was a significant improvement in the ratio of total capital funds to total assets among the 10 largest banks in capital last year. Although the listing only shows the ratio for yearend 1982, from yearend 1981 to yearend 1982 seven of the top 10 posted increases in their total capital ratios. And the ratios of three banks — Citibank, Morgan, and Chemical — approached 5%.

➳ Capital: Page 62

Dispute Blocked Interstate Takeover

Transcript Reveals Wrangling on Failed United American

By PHILLIP L. ZWEIG

NEW YORK — Documents obtained by the American Banker reveal that top officials of the Federal Deposit Insurance Corp. and the Comptroller of the Currency initially accepted on Feb. 14 a $70 million bid by Citizens & Southern National Bank of Atlanta to acquire the failed United American Bank of Knoxville, Tenn. However, later that evening the regulators reversed their decision because of a dispute between the Comptroller and C&S over capitalization and amortization of goodwill, and they then awarded the bank to First Tennessee National Corp. of Memphis.

These disclosures have come to light in transcripts of a dramatic two-hour telephone conference call involving FDIC Chairman William M. Isaac, FDIC Director Irvine H. Sprague, and H. Joe Selby, senior deputy comptroller of the currency for national operations.

If C&S had ultimately taken over UAB, the transaction would have been the first time a banking organization was permitted to cross state lines to acquire a failed commercial bank. The Knoxville failure represented the fourth largest collapse of a commercial bank in United States history.

The transcripts show that First Tennessee's bid was initially rejected on a second round of bidding on the evening of Feb. 14 because it did not conform to bidding instructions the FDIC had established for a "closed bank" purchase and assumption transaction, even though the Memphis institution's offer was considered by the FDIC to be financially superior to the one submitted by Citizens & Southern.

Before UAB was declared insolvent at 7:30 a.m. Feb. 14 by Tennessee State Banking Commissioner W.C. Adams, the FDIC had asked First Tennessee to submit a proposal to acquire the bank on an "open bank" basis. But after the Knoxville bank was shut down, the

➳ UAB: Page 63

Delaware: State of the Out-of-Staters

By A. JOSEPH NEWMAN JR.

WILMINGTON, Del. — On Feb. 18, 1981, Gov. Pierre S. du Pont 4th of Delaware signed the Financial Center Development Act to lure out-of-state bank holding companies to set up banks in the state. The aim was to make Delaware a kind of sanitized Luxembourg, with all the new local jobs that would entail.

Two years later, Delaware has not yet reaped the Luxembourg-style bonanza it hoped for. But it has attracted 12 new banks — five from New York, four from Maryland, and three from Pennsylvania — with combined assets at yearend of almost $4 billion, combined capital of $745 million, and total direct employment of almost 1,600, plus at least several hundred indirect jobs in the service sector. Also on the scene is a limited-service trust company, E.F. Hutton Trust Co.

➳ Delaware: Page 3

CashStream ATMs link over 70 financial institutions!
CashStream, a new shared ATM network system, was announced just a few months ago and already has more than 70 participants with 300 machines! It became operational in February, but the first CashStream machine, a Docutel Series 2380, is already in place in a Pittsburgh shopping mall. According to one participating bank, "The cost efficiency and service improvement of ATMs were always apparent, but the benefits are even more obvious with a system like CashStream. Joining was one of the easiest decisions we ever made."
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The Top 100 Banks in the U.S.

(EXCLUSIVE OF SAVINGS BANKS)

In Order of Depcsits December 31, 1982

Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

Position Dec. 31, 1982		Deposits Dec. 31, 1982* $	Deposits Dec. 31, 1981 $	Rank 1981	Rank Gain	Capital(a) Dec. 31, 1982* $	Capital(a) Dec. 31, 1981 $	Surplus & Undiv. Prof.(b) Dec. 31, 1982* $	Surplus & Undiv. Prof.(b) Dec. 31, 1981 $
1	Bank of America NT&SA, San Francisco	95,037,498,000	95,985,514,000	1		1,073,092,000	1,073,092,000	3,095,478,000	3,082,707,000
2	Citibank NA, New York	74,544,000,000	72,471,147,000	2		751,000,000	750,691,000	4,734,000,000	4,120,679,000
3	Chase Manhattan Bank NA, New York	59,316,797,000	58,585,662,000	3		1,170,388,000[2]	1,240,065,000[2]	2,508,859,000[3]	2,470,487,000[3]
4	Manufacturers Hanover Trust Co., New York	43,579,255,000	42,166,528,000	4		524,954,000[2]	600,572,000[2]	1,760,156,000	1,587,317,000
5	Morgan Guaranty Trust Co., New York	39,807,553,000	37,688,690,000	5		559,128,000[2]	408,245,000[2]	2,204,573,000	2,006,944,000
6	Chemical Bank, New York	29,684,930,000	30,673,591,000	6		617,560,000[2]	560,815,000[2]	1,585,254,000	1,341,544,000
7	Continental Illinois NB&T Co., Chicago	28,635,668,000	29,881,262,000	7		200,000,000	200,000,000	1,579,209,000	1,575,755,000
8	First National Bank, Chicago	27,495,357,000	25,867,640,000	8		400,858,000[2]	200,858,000	1,136,756,000	948,761,000
9	Security Pacific National Bank, Los Angeles	25,791,750,980	23,441,590,827	9		550,000,000	450,000,000	911,839,706	881,166,447
10	Bankers Trust Co., New York	25,306,318,000	23,276,946,000	10		460,000,000[2]	260,000,000[2]	1,210,605,000	1,082,291,000
11	Crocker National Bank, San Francisco	18,334,746,000	16,516,627,000	12	+ 1	430,626,000[2]	430,782,000[2]	571,126,000	567,203,000
12	Wells Fargo Bank NA, San Francisco	18,065,044,000	17,226,231,000	11		158,238,000[2]	158,238,000[2]	880,190,000[3]	810,638,000[3]
13	First Interstate Bank of Calif., Los Angeles	15,950,069,000	14,556,481,000	13		484,420,000[2]	443,181,000[2]	443,052,000	413,248,000
14	Marine Midland Bank NA, Buffalo, N.Y.	15,286,733,000	14,188,360,000	14		288,328,000[2]	288,903,000[2]	651,225,000	607,963,000
15	Mellon Bank NA, Pittsburgh	12,891,198,000	12,498,583,000	15		100,194,000	100,194,000	773,569,000	710,314,000
16	Irving Trust Co., New York	12,435,442,000	12,381,224,000	16		478,200,000[2]	326,050,000[2]	398,927,000	365,441,000
17	First National Bank, Boston	10,960,124,000	10,490,450,000	17		75,200,000	75,200,000	617,012,000	568,775,000
18	Bank of New York	8,874,136,241	8,080,264,605	19	+ 1	118,775,720[2]	118,973,602[2]	441,595,663	401,195,353
19	Seattle-First National Bank	8,215,778,000	8,131,220,000	18		169,950,000[2]	169,950,000[2]	331,993,000	449,269,000
20	First City National Bank, Houston	7,908,839,000	6,762,474,000	23	+ 3	127,500,000[2]	77,500,000	334,280,000	302,809,000
21	InterFirst Bank Dallas NA	7,886,254,000	7544,952,000	20		205,000,000[2]	221,000,000[2]	497,566,000	403,000,000
22	RepublicBank Dallas NA	7,878,961,000	7,130,456,000	22		211,000,000[2]	131,000,000[2]	438,056,000	383,098,000
23	National Bank of Detroit	7,342,643,000	7,536,248,000	21		75,200,000	75,200,000	561,237,000[3]	497,393,000
24	Republic National Bank, New York	6,925,592,000	5,313,908,922	25	+ 1	355,022,000[2]	325,000,000	354,910,000	192,471,176
25	Texas Commerce Bank NA, Houston	6,834,611,000	5,819,287,000	24		85,000,000[2]	85,000,000[2]	364,216,000	286,494,000
26	NCNB National Bank, Charlotte, N.C.	6,101,833,000	5,232,583,000	26		152,102,000[2]	140,777,000[2]	306,479,000	265,382,000
27	Southeast Bank NA, Miami	5,544,736,000	5,008,198,000	58	+ 2	107,616,000[2]	110,170,000[2]	288,844,000	267,089,000
28	Valley National Bank, Phoenix	5,530,945,000	5,027,360,000	28		42,354,000	42,354,000	346,254,000	316,801,000
29	Union Bank, Los Angeles	5,436,326,000	5,206,310,000	25		110,845,000[2]	82,923,000[2]	292,091,000	301,318,000
30	National Bank of North America, New York	5,218,623,000	4,725,764,000	30		45,581,000[2]	46,591,000[2]	333,326,000	315,789,000
31	Wachovia B&T Co. NA, Winston-Salem, N.C.	4,940,353,358	4,490,414,717	33	+ 1	65,560,070[2]	66,910,070[2]	359,636,159	330,494,227
32	Pittsburgh National Bank	4,795,893,000	4,441,283,330	33	+ 1	30,849,000	30,849,500	356,121,000	319,852,590
33	Harris Trust & Savings Bank, Chicago	4,727,252,000	4,574,817,000	31		100,000,000	100,000,000	273,243,000[3]	257,612,000[3]
34	BancOhio National Bank, Columbus	4,334,176,000	4,009,985,000	37	+ 3	100,392,000[2]	100,000,000	196,486,000	185,592,000
35	Comerica Bank-Detroit	4,315,387,000	3,822,523,000	39	+ 4	45,842,000	45,842,000	209,762,000	202,930,000
36	Rainier National Bank, Seattle	4,261,717,794	4,319,135,000	35		111,000,000[2]	110,000,000[2]	204,022,227	185,403,000
37	Philadelphia National Bank	4,191,780,000	4,410,424,000	34		69,734,000[2]	58,483,000[2]	298,649,000	276,456,000
38	AmeriTrust Co., Cleveland	4,164,729,000	3,741,667,000	40	+ 2	70,362,000	64,862,000	523,279,000	450,444,000
39	Northern Trust Co., Chicago	4,100,789,000	4,318,122,000	36		66,000,000	86,000,000[2]	253,604,000	229,815,000
40	United States National Bank, Portland, Ore.	4,051,069,000	3,929,451,000	38		59,317,000[2]	59,317,000[2]	287,535,000	265,634,000
41	First Interstate Bank of Oregon NA, Portland	3,933,327,000	3,668,876,000	41		88,131,000[2]	88,131,000[2]	253,368,000	238,609,000
42	Citizens & Southern National Bank, Atlanta	3,928,721,000	3,259,345,000	48	+ 6	136,920,000[2]	98,237,000[2]	186,036,000	152,051,000
43	First Union National Bank, Charlotte, N.C.	3,707,503,000	3,335,708,000	45	+ 2	106,765,000[2]	106,135,000[2]	184,447,000	159,046,000
44	Connecticut Bank & Trust Co. NA, Hartford	3,694,611,000	816,558,000	200	+156	78,200,000[2]	13,928,000	180,549,000	43,758,000
45	First Interstate Bank of Arizona NA, Phoenix	3,622,580,000	3,325,466,000	46	+ 1	61,178,000[2]	61,785,000[2]	249,145,000	219,649,000
46	European American Bk. & Tr. Co., New York	3,619,417,000	3,140,862,000	52	+ 6	79,375,000[2]	79,688,000[2]	212,931,000	211,033,000
47	California First Bank, San Francisco	3,576,149,000	3,496,975,000	43		56,899,000[2]	84,458,000[2]	181,243,000	149,801,000
48	First National Bank, Minneapolis	3,575,182,000	3,173,563,000	50	+ 2	75,000,000[2]	75,000,000[2]	189,371,000	163,949,000
49	First Pennsylvania Bank NA, Philadelphia	3,539,863,000	3,560,527,000	42		668,953,999[2]	635,150,000[2]	95,853,000	118,491,000
50	United Virginia Bank, Richmond	3,518,611,000	2,974,673,000	55	+ 5	140,525,000[2]	105,000,000	157,926,000	176,391,000
51	Bank of Tokyo Trust Co., New York	3,506,813,027	3,254,861,074	49		109,943,700[2]	107,371,300[2]	164,792,541	157,893,465
52	Manufacturers National Bank, Detroit	3,424,475,000	3,492,007,000	44		23,656,000[2]	24,850,000[2]	216,021,000	203,593,000
53	Connecticut National Bank, Hartford	3,301,934,000	2,229,327,000	74	+21	28,994,000[2]	24,494,000[2]	170,973,000	105,935,000
54	Mercantile National Bank, Dallas	3,284,189,000	2,683,655,000	57	+ 3	62,900,000[2]	67,700,000[2]	212,307,000	168,477,000
55	Nortwestern National Bank, Minneapolis	3,137,712,000	3,279,847,000	47		100,000,000[2]	90,000,000[2]	172,262,000	153,157,000
56	Virginia National Bank, Norfolk	3,122,906,000	2,491,752,000	61	+ 5	50,412,000[2]	50,412,000[2]	177,565,000	159,433,000
57	Fleet National Bank, Providence, R.I.	3,058,274,000	2,720,206,000	56		26,190,000[2]	26,190,000[2]	172,676,000	151,817,000
58	Riggs National Bank, Washington, D. C.	3,053,836,000	3,002,749,000	53		15,161,000	15,161,000	179,966,000	172,012,000
59	Fidelity Bank, Philadelphia	3,040,337,000	2,656,317,000	58		117,675,000[2]	94,833,000[2]	150,149,000	133,338,000
60	Lincoln First Bank NA, Rochester, N.Y.	3,021,164,000	2,649,550,000	59		68,692,000[2]	69,053,000[2]	156,030,000	144,119,000
61	Bank of New England NA, Boston	2,881,210,000	2,517,638,630	60		24,330,000[2]	24,330,000[2]	142,760,000	125,428,623
62	Huntington National Bank, Columbus, Ohio	2,875,519,000	2,354,686,000	68	+ 6	40,000,000	40,000,000	158,840,000	151,824,000
63	Girard Bank, Philadelphia	2,860,213,000	3,000,483,000	54		101,045,000[2]	101,045,000[2]	232,386,000[3]	227,588,000
64	Maryland National Bank, Baltimore	2,842,731,000	3,159,977,000	51		17,000,000	17,000,000	223,478,000	229,648,000
65	Israel Discount Bank of New York	2,835,902,000	2,173,842,000	76	+11	104,191,000[2]	77,621,000[2]	46,659,000	28,878,000
66	First National Bank, Atlanta	2,786,923,000	2,267,638,000	72	+ 6	64,912,000[2]	39,948,000[2]	190,981,000	132,131,000
67	Provident National Bank, Philadelphia	2,762,159,000	2,433,571,000	64		43,475,000[2]	43,475,000[2]	178,239,000	160,040,000
68	Bank of California NA, San Francisco	2,734,776,000	2,452,060,000	63		89,658,000[2]	120,840,000[2]	125,653,000	118,778,000
69	American Security Bank NA, Washington, D.C.	2,673,937,000	2,405,714,000	65		15,385,000[2]	15,905,000[2]	186,671,000	168,609,000
70	National City Bank, Cleveland	2,591,757,000	2,326,922,000	70		84,245,000[2]	29,245,000	236,977,000	224,264,000
71	Bank of Virginia, Richmond	2,581,550,000	1,932,917,901	87	+16	55,870,000	54,000,000	114,109,000	89,366,000
72	Bank of Hawaii, Honolulu	2,579,918,000	2,320,603,000	71		23,308,000[2]	23,708,000[2]	159,830,000	140,145,000
73	Bank of the Southwest NA, Houston	2,516,581,000	1,711,920,000	100	+27	49,518,000[2]	24,518,000	102,137,000	112,472,000
74	Fidelity Union Bank, Newark, N.J.	2,502,649,629	1,045,868,758	160	+86	18,210,900[2]	12,210,900	123,084,258	104,381,372
75	Equibank, Pittsburgh	2,453,936,000	2,228,097,000	75		64,767,000[2]	40,529,000[2]	92,450,000	89,283,000
76	Mercantile Trust Co. NA, St. Louis	2,452,331,000	2,243,394,000	73		48,714,000[2]	48,714,000[2]	179,282,000	165,288,000
77	Bank Leumi Trust Co., New York	2,386,868,233	1,975,286,255	84	+ 7	46,607,050[2]	47,753,710[2]	60,852,146	49,496,991
78	First Wisconsin National Bank, Milwaukee	2,371,073,000	2,296,727,000	66		44,381,000[2]	44,381,000[2]	144,990,000	134,395,000
79	First National Bank, Baltimore	2,319,056,000	2,134,071,000	77		18,448,000	18,448,000	121,466,000	119,229,000
80	American National Bank & Trust Co., Chicago	2,281,719,000	2,083,569,000	79		20,000,000	20,000,000	149,716,000	133,614,000
81	First National Bank & Trust Co., Oklahoma City	2,257,913,325	2,009,305,864	82	+ 1	40,000,000	40,000,000	128,754,239	104,789,670
82	Banco Popular de Puerto Rico, San Juan	2,208,174,257	2,111,731,741	78		64,500,000[2]	66,500,000[2]	114,564,868	93,962,405
83	First & Merchants National Bank, Richmond	2,193,881,000	1,984,933,000	83		29,482,000	29,482,000	144,778,000	135,137,000
84	State Street Bank & Trust Co., Boston	2,191,640,000	2,029,656,000	80		38,292,000[2]	38,292,000[2]	128,363,000	107,027,000
85	Lloyds Bank California, Los Angeles	2,129,800,000	2,373,990,257	67		24,440,300[2]	25,270,000[2]	135,040,380	118,927,229
86	Centerre Bank NA, St. Louis	2,105,546,000	2,347,075,000	69		16,965,000	16,965,000	147,834,000	150,199,000
87	American Bank & Trust Co., Reading, Pa.	2,102,305,000	1,754,337,000	93	+ 6	53,949,000[2]	53,649,000[2]	123,943,000	103,230,000
88	First National Bank, St. Paul, Minn	2,096,691,000	2,012,186,000	81		80,000,000[2]	80,000,000[2]	130,563,000	118,141,000
89	American Fletcher NB&T Co., Indianapolis	2,074,983,000	1,959,159,000	85		15,263,000[2]	15,096,000	137,471,000	135,728,000
90	Shawmut Bank of Boston NA	2,058,622,000	1,950,058,000	86		39,562,000[2]	28,562,000[2]	104,089,000	100,254,000
91	First Interstate Bank of Nevada NA, Reno	2,056,969,000	1,685,785,000	102	+11	50,000,000	40,000,000	136,844,000	131,602,000
92	First Interstate Bank of Washington NA, Seattle	2,037,411,890	1,419,339,225	118	+26	59,092,088[2]	29,092,088[2]	105,339,097	96,305,642
93	Atlantic National Bank of Florida, Jacksonville	1,986,463,000	1,674,768,000	103	+10	38,135,300[2]	88,136,000[2]	110,030,000	102,648,000
94	Central Bank of the South, Birmingham, Ala.	1,979,285,076	1,745,849,705	95	+ 1	9,710,000[2]	10,000,000[2]	150,053,298	132,001,945
95	Continental Bank, Norristown, Pa.	1,977,840,000	1,730,270,000	98	+ 3	50,620,000[2]	48,899,000[2]	126,668,000	115,269,000
96	Arizona Bank, Phoenix	1,970,553,118	1,775,828,261	91		44,038,433[2]	44,227,485[2]	110,367,920	87,634,274
97	Midlantic National Bank, Newark, N.J.	1,959,736,000	1,781,154,000	90		33,452,000	33,452,000	103,893,000	90,027,000
98	First National Bank, Louisville, Ky.	1,956,175,005	1,874,576,000	88		21,000,000	21,000,000	146,637,316	129,583,000
99	First Hawaiian Bank, Honolulu	1,933,283,000	1,732,316,000	97		16,227,000	26,868,000[2]	106,036,000	87,119,000
100	First Security Bank of Utah NA, Ogden	1,889,545,000	1,725,977,000	99		50,156,000[2]	50,156,000[2]	115,198,000	101,020,000

a)—Includes only common stock unless otherwise noted. (b)—Includes reserve for contingencies and other capital reserves. *—American Banker requested banks to report their yearend 1982 deposit and capital data from the Federal regulatory "call sport." Therefore, for some banks, the 1982 data and the 1981 data are not exactly comparable, because the 1981 data for some banks are from their public statements which are based on general accounting principals ("gap"). In addition, 1982 and 981 data may not be comparable because of mergers, acquisitions, etc. The 1981 data shown are as reported in 1982 and have not been restated. 2—Includes subordinated debt and/or preferred stock in addition to common stock capital. 3—ncludes subordinated debt assumed by parent. N.A.—Not available.

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The Second Hundred Largest Banks in the U.S.

(EXCLUSIVE OF SAVINGS BANKS)

In Order of Deposits December 31, 1982

Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

Position Dec. 31, 1982		Deposits Dec. 31, 1982* $	Deposits Dec. 31, 1981 $	Rank 1981	Gain	Capital(a) Dec. 31, 1982* $	Capital(a) Dec. 31, 1981 $	Surplus & Undiv. Prof.(b) Dec. 31, 1982* $	Surplus & Undiv. Prof.(b) Dec. 31, 1981 $
101	Equitable Bank NA, Baltimore, Md.	1,887,183,000	1,674,739,000	104	+ 3	17,171,000	16,671,000	108,823,000	14,627,000
102	Sumitomo Bank of California, San Francisco	1,867,495,962	1,747,532,858	94		56,678,285[2]	75,104,625[2]	74,480,262	54,795,686
103	Allied Bank of Taxas, Houston	1,859,232,000	1,356,067,964	125	+22	21,250,000[2]	21,875,000[2]	97,144,044	74,524,988
104	First National State Bank, Newark, N.J.	1,829,521,000	1,661,854,000	106	+ 2	20,624,000[2]	21,474,000[2]	110,011,000	95,848,000
105	Indiana National Bank, Indianapolis	1,785,310,000	1,806,822,000	89		25,000,000	25,000,000	136,349,000	121,904,000
106	Northwestern Bank, North Wilkesboro, N.C.	1,742,096,000	1,631,463,381	108	+ 2	22,252,000[2]	23,926,430[2]	114,667,000	111,466,660
107	Idaho First National Bank, Boise	1,738,552,000	1,582,158,000	110	+ 3	15,371,000	15,371,000	131,342,000	118,324,000
108	J. Henry Schroder Bank & Trust Co., New York	1,725,755,000	1,761,170,000	92		14,000,000	14,000,000	92,057,000	86,584,000
109	Liberty National Bank & Trust Co., Oklahoma City	1,704,861,471	1,737,090,994	96		49,092,000[2]	24,400,000[2]	72,652,427	61,612,449
110	Hamilton Bank, Lancaster, Pa.	1,689,111,000	1,559,057,000	112	+ 2	18,326,000	18,326,000	130,074,000	118,339,000
111	United States Trust Co., New York	1,672,086,282	1,664,022,018	105		39,995,145[2]	39,995,145[2]	96,604,828	149,017,660
112	IntraWest Bank of Denver NA	1,671,914,000	1,283,816,000	134	+22	16,400,000	21,200,000[2]	75,615,000	91,147,000
113	United Bank of Denver NA	1,660,198,000	1,595,979,000	109		19,689,000[2]	19,689,000[2]	99,665,000	93,459,000
114	Trust Co. Bank, Atlanta	1,637,230,000	1,364,148,000	124	+10	21,600,000	21,600,000	129,614,000	103,276,000
115	Zions First National Bank, Salt Lake City, Utah	1,634,507,000	1,493,908,000	115		33,000,000[2]	33,600,000[2]	81,417,000	70,188,000
116	Society National Bank, Cleveland	1,615,175,000	1,576,334,137	111		19,400,000	9,400,000	110,938,000	102,341,299
117	Suburban Bank, Bethesda, Md.	1,599,584,261	1,244,015,391	138	+21	19,522,560[2]	19,872,560[2]	107,385,091	97,061,598
118	Texas American Bank/Fort Worth NA	1,597,033,000	1,469,465,000	117		40,875,000[2]	41,250,000[2]	88,300,000	74,967,000
119	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	1,587,157,000	1,531,023,000	113		20,000,000	20,000,000	125,068,000	108,432,000
120	Central National Bank, Cleveland	1,578,277,000	1,690,617,000	101		101,797,000[2]	46,797,000[2]	69,973,000	114,576,000
121	Whitney National Bank New Orleans	1,568,096,322	1,496,820,268	114		2,800,000	2,800,000	192,133,241	169,954,763
122	United Jersey Bank, Hackensack, N.J.	1,544,574,000	1,335,233,000	128	+ 6	36,231,000[2]	36,705,000[2]	82,477,000	75,017,000
123	City National Bank, Beverly Hills	1,507,955,000	1,274,795000	135	+12	11,500,000[2]	12,250,000[2]	95,941,000[2]	87,615,000
124	First National Bank, Birmingham, Ala.	1,497,697,000	1,405,589,000	120		26,208,000	25,483,000	131,920,000	119,075,000
125	Peoples National Bank, Seattle	1,494,494,000	1,302,582,000	132	+ 7	34,300,000[2]	34,352,000[2]	86,848,000	77,984,000
126	Barnett Bank of South Florida NA, Miami	1,484,908,461	1,177,970,000	145	+19	1,000,000	11,996,000	92,073,000	81,253,000
127	Old Stone Bank, Providence, R.I.	1,482,677,000	1,325,442,000	129	+ 2	33,208,000[2]	48,065,000[2]	56,545,000	58,264,000
128	Michigan National Bank, Lansing	1,476,491,000	1,369,334,000	123		21,864,000	23,864,000[2]	66,305,000	92,294,000
129	Fuji Bank & Trust Co., New York	1,469,960,620	1,384,171,791	122		67,877,400[2]	65,731,500[2]	50,338,274	43,220,277
130	Industrial Valley Bank & Trust Co., Philadelphia	1,467,220,000	1,341,917,000	127		50,540,000[2]	50,009,000[2]	74,712,000	70,917,000
131	South Carolina National Bank, Columbia	1,465,536,000	1,311,673,000	131		20,648,000[2]	20,648,710[2]	132,345,000	123,843,200
132	Citibank (South Dakota) NA, Sioux Falls	1,456,246,000	1,638,885,499	107		100,000,000	100,000,000	199,973,000	153,186,621
133	Manufacturers & Traders Trust Co., Buffalo, N.Y.	1,450,784,000	1,411,293,446	119		29,279,425[2]	31,729,425†	112,326,238	107,378,980
134	First Citizens Bank & Trust Co., Raleigh, N.C.	1,421,031,497	1,320,219,270	130		29,050,700[2]	35,249,060†	95,372,878	76,278,953
135	First National Bank, Midland, Tex.	1,413,283,000	1,348,227,761	126		28,068,000[2]	25,566,240[2]	106,539,000	70,703,482
136	Heritage Bank NA, Jamesburg, N.J.	1,396,558,000	758,709,000	221	+85	25,008,000[2]	6,253,000	85,292,000	54,027,000
137	Deposit Guaranty National Bank, Jackson, Miss.	1,389,523,000	1,288,672,000	133		16,481,000[2]	16,661,000[2]	111,265,000	101,123,000
138	First Tennessee Bank NA, Memphis	1,375,211,000	1,297,059,000	121		20,920,000[2]	21,660,000[2]	96,750,000	97,569,000
139	Imperial Bank, Los Angeles	1,369,007,899	1,182,396,000	144	+ 5	20,342,000[2]	20,342,000[2]	46,703,320	44,477,000
140	Sun Bank NA, Orlando, Fla.	1,335,745,000	1,019,732,000	163	+23	2,325,000[2]	2,475,000[2]	88,529,000	62,988,000
141	Michigan National Bank, Detroit	1,333,835,000	1,475,581,000	116		32,334,000[2]	33,308,500[2]	70,155,000	65,730,000
142	Mitsui Manufacturers Bank, Los Angeles	1,328,514,000	1,267,952,000	136		21,116,000[2]	22,871,000[2]	85,164,000	76,135,000
143	Union National Bank, Pittsburgh	1,323,055,000	1,170,089,000	147	+ 4	25,000,000	25,000,000	100,804,000	109,870,000
144	Merchants National Bank & Trust Co., Indianapolis	1,322,443,000	1,251,477,233	137		26,296,000[2]	26,296,080[2]	79,154,000	77,044,199
145	First National Exchange Bank, Roanoke, Va.	1,293,329,889	1,074,193,037	155	+10	21,474,860[2]	18,790,670[2]	78,824,722	68,507,359
146	Citizens & Southern Nat'l Bank, Charleston, S.C.	1,292,287,568	965,980,000	172	+26	11,000,000	11,000,000	76,015,394	67,561,000
147	Rhode Island Hospital Trust National Bank, Providence	1,286,574,000	1,240,833,000	139		25,200,000[2]	25,200,000[2]	78,364,000	80,134,000
148	Industrial Bank of Japan Trust Co., New York	1,273,140,000	1,109,365,000	153	+ 5	65,842,000[2]	64,470,000[2]	47,433,000	42,867,000
149	Old Kent Bank & Trust Co., Grand Rapids, Mich.	1,271,933,000	1,213,105,000	140		20,279,000[2]	20,579,000[2]	75,051,000	89,583,000
150	Third National Bank, Nashville, Tenn.	1,254,878,000	1,187,044,000	143		29,250,000[2]	29,750,000[2]	91,771,000	80,712,000
151	First Security Bank of Idaho NA, Boise	1,243,151,527	1,162,732,605	148		25,000,000[2]	25,000,000[2]	70,967,743	64,150,000
152	RepublicBank Houston NA, Tex.	1,238,440,396	1,142,081,728	150		32,500,000[2]	32,500,000[2]	53,420,188	53,306,428
153	Barclays Bank of New York NA	1,232,949,000	252,471,000	577	+424	25,000,000	7,500,000	51,823,000	19,042,000
154	Frost National Bank, San Antonio, Tex.	1,227,393,389	1,065,297,868	157	+ 3	23,300,000[2]	24,425,000[2]	74,600,426	62,432,973
155	Banco de Ponce, P.R.	1,224,427,815	1,156,182,222	149		36,165,650[2]	20,315,650[2]	67,103,951	61,324,727
156	Bank of Oklahoma NA, Tulsa	1,219,351,000	1,205,405,000	142		22,765,000[2]	22,765,000[2]	72,264,000	63,091,000
157	First American Bank of Nashville NA, Tenn.	1,196,441,000	1,206,003,000	141		24,000,000[2]	24,000,000[2]	85,572,000	78,359,000
158	Union Trust Co., Baltimore	1,188,013,000	1,075,654,000	154		24,520,000	24,520,000	66,377,000	60,970,000
159	Union Trust Co., Stamford, Conn.	1,177,567,000	1,050,831,000	158		15,832,000[2]	13,132,000	89,326,000	82,010,000
160	Branch Banking & Trust Co., Wilson, N.C.	1,164,302,000	980,723,000	170	+10	13,253,000[2]	13,290,000[2]	83,501,000	78,205,000
161	Wilmington Trust Co., Del.	1,151,005,000	1,137,688,000	151		32,610,000[2]	32,500,000[2]	83,198,000	75,551,000
162	BayBank Middlesex, Burlington, Mass.	1,150,860,774	1,026,625,232	162		31,000,000[2]	31,000,000[2]	50,502,506	44,687,544
163	First National Bank, Jackson, Miss.	1,146,037,863	1,134,655,000	152		9,517,500	9,517,500	86,253,999	83,682,791
164	Exchange Bank & Trust Co. of Florida NA, Tampa	1,140,809,000	585,568,000	170	+106	9,078,000	5,140,000	68,297,000	37,924,000
165	New Jersey National Bank, Trenton	1,137,041,000	1,005,894,000	165		30,037,000[2]	30,037,000[2]	57,425,000	52,343,000
166	Central Trust Co. NA, Cincinnati	1,116,549,448	940,145,000	177	+11	12,702,370	12,702,000	93,373,975	90,431,000
167	Dauphin Deposit B&T Co., Harrisburg, Pa.	1,107,523,492	655,812,093	249	+82	14,316,620	12,209,120	83,180,659	55,940,947
168	Bankers Trust of South Carolina, Columbia	1,093,619,000	969,730,658	171	+ 3	50,848,156[2]	51,551,228[2]	39,581,052	31,592,530
169	Bank One of Columbus NA, Ohio	1,092,834,025	1,066,852,456	156		20,000,000	20,000,000	78,322,347	67,104,607
170	Citibank (New York State) NA, Buffalo	1,091,974,000	956,733,000	173	+ 3	140,000,000	140,000,000	195,654,000	202,878,000
171	Old National Bank, Spokane, Wash.	1,084,920,016	1,037,994,606	161		22,481,940[2]	18,481,940[2]	64,814,496	58,951,117
172	Commerce Union Bank, Nashville, Tenn.	1,083,465,255	1,047,650,502	159		43,500,000[2]	36,500,000[2]	60,327,161	56,291,122
173	First National Bank, Fort Worth, Tex.	1,082,431,809	1,176,067,072	146		37,000,000[2]	37,000,000[2]	71,062,458	68,630,173
174	First National Bank of Florida, Tampa	1,063,930,000	912,122,000	179	+ 5	17,500,000[2]	15,284,000[2]	69,431,000	54,310,000
175	First National Bank & Trust Co., Tulsa, Okla.	1,050,425,000	1,014,403,000	164		24,042,000[2]	24,762,000[2]	63,578,000	61,719,000
176	Long Island Trust Co. NA, Garden City, N.Y.	1,049,794,000	870,132,000	188	+12	14,801,000[2]	12,844,000[2]	62,581,000	57,329,000
177	National Community Bank, Rutherford, N.J.	1,047,184,600	1,003,195,421	166		15,948,088	15,948,088	69,036,207	63,116,380
178	Key Bank NA, Albany, N.Y.	1,047,150,048	920,277,000	178		16,816,158[2]	17,316,000[2]	87,062,000	86,733,000
179	InterFirst Bank Houston NA	1,045,249,000	951,256,000	174		52,000,000[2]	42,000,000[2]	79,289,000	57,003,000
180	Liberty National Bank & Trust Co., Louisville, Ky.	1,040,384,000	763,884,000	218	+38	22,500,000[2]	14,750,000[2]	63,764,000	48,715,000
181	F&M Marquette National Bank, Minneapolis	1,035,409,000	218,000,000	664	+483	14,020,000[2]	2,250,000	66,397,000	22,750,000
182	Colonial Bank, Waterbury, Conn.	1,034,800,000	996,624,521	168		19,566,000[2]	19,986,000[2]	57,431,000	59,318,002
183	Morgan Bank (Delaware), Wilmington	1,027,150,000	.....	...		200,000,000[2]	.....	113,970,000	.....
184	SouthTrust Bank of Alabama NA, Birmingham	1,024,794,386	949,539,384	175		18,550,000[2]	37,450,000[2]	79,752,061	72,543,283
185	Huntington Bank of Northeast Ohio, Cleveland	1,017,350,001	1,000,412,000	167		19,698,000[2]	19,698,000[2]	82,425,874	88,062,000
186	First National Bank of South Carolina, Columbia	1,001,259,000	824,559,043	195	+ 9	8,000,000	8,000,000	73,883,000	65,671,786
187	UBAF Arab American Bank, New York	984,835,000	790,551,000	207	+20	43,762,000	31,262,000	56,667,000	41,124,424
188	First National Bank, Cincinnati	978,148,000	940,602,000	176		18,200,000	18,200,000	120,059,000	120,817,000
189	Northeastern Bank of Pa., Wilkes-Barre	974,952,000	768,561,000	217	+28	15,476,000[2]	15,241,000[2]	50,624,000	45,074,000
190	Union Planters National Bank, Memphis, Tenn.	969,340,000	898,436,161	183		15,200,000	15,200,000	68,925,000	70,499,689
191	Hibernia National Bank, New Orleans	965,868,000	896,948,000	184		24,773,030[2]	24,523,000[2]	61,478,000	55,407,000
192	Bank of the West, San Francisco	964,588,000	775,025,000	212	+20	14,121,000[2]	14,621,000[2]	82,800,000[2]	76,937,000
193	Golden State Sanwa Bank, San Francisco	960,603,000	720,081,000	231	+38	24,410,000[2]	26,888,000[2]	42,916,000	39,882,000
194	Albuquerque National Bank, N.M.	960,411,686	832,652,640	194		21,000,000	21,000,000	52,440,266	45,231,360
195	Colorado National Bank, Denver	947,723,000	882,991,647	186		7,500,000	12,500,000[2]	61,949,000	52,791,942
196	New Jersey Bank NA, West Paterson	943,401,000	841,950,00	193		9,693,000	9,693,000	62,410,000[3]	53,839,000[3]
197	First National Bank, Totowa, N.J.	938,908,000	822,169,000	196		11,280,000	11,280,000	44,914,000	39,984,000
198	First American Bank of Virginia, McLean	938,885,000	821,680,315	197		20,560,000[2]	19,731,207[3]	64,627,000	57,241,479
199	First National Bank of Commerce, New Orleans, La.	935,477,000	850,979,000	190		9,275,000	9,275,000	70,451,000	61,519,000
200	Citizens Commercial & Savings Bank, Flint, Mich.	934,505,254	885,803,913	185		12,498,440	12,298,440	62,714,180	68,375,542

(a)—Includes only common stock unless otherwise noted. (b)—Includes reserve for contingencies and other capital reserves. *—American Banker requested banks to report their yearend 1982 deposit and capital data from the Federal regulatory "call report." Therefore, for some banks, the 1982 data and the 1981 data are not exactly comparable, because the 1981 data for some banks are from their public statements which are based on general accounting principals ("gap"). In addition, 1982 and 1981 data may not be comparable because of mergers, acquisitions, etc. The 1981 data shown are as reported in 1982 and have not been restated. 2—Includes subordinated debt and/or preferred stock in addition to common stock capital. 3—Includes subordinated debt assumed by parent. N.A.—Not available.

The Third Hundred Largest Banks in the U.S.

(EXCLUSIVE OF SAVINGS BANKS)

In Order of Deposits December 31, 1982

Compiled Annually Since 1921 by the American Banker in Cooperation with Polk's Bank Directory

Position Dec. 31, 1982		Deposits Dec. 31, 1982* $	Deposits Dec. 31, 1981* $	Rank 1981	Gain	Capital(a) Dec. 31, 1982* $	Capital(a) Dec. 31, 1981 $	Surplus & Undiv. Prof.(b) Dec. 31, 1982* $	Surplus & Undiv. Prof.(b) Dec. 31, 1981 $
201	United Bank of Arizona, Phoenix	929,282,000	703,555,000	236	+35	17,629,000[2]	17,188,000[2]	42,014,000	34,409,000
202	Fifth Third Bank, Cincinnati	925,205,000	857,339,248	189		15,806,000	15,806,000	125,420,000	113,355,000
203	Commonwealth National Bank, Harrisburg, Pa.	924,671,000	911,760,000	180		21,500,000	21,300,000[2]	61,917,000	61,329,000
204	United Missouri Bank of Kansas City NA	922,991,000	846,018,000	191		13,250,000	13,250,000	94,469,000	55,753,000
205	First National Bank, Allentown, Pa.	914,818,000	842,342,000	192		16,118,000[2]	16,730,710[2]	57,150,000	56,768,583
206	State Bank of Albany, N.Y.	912,785,813	757,723,264	223	+17	13,047,930	13,047,930	106,391,348	102,241,561
207	Winters National Bank & Trust Co., Dayton, Ohio	906,051,000	882,862,000	187		12,950,000	12,950,000	71,037,000	66,984,000
208	National State Bank, Elizabeth, N.J.	903,390,064	793,572,031	206		21,000,000	22,450,000[2]	40,140,345	34,336,000
209	InterFirst Bank Austin NA, Tex.	902,495,000	758,397,215	222	+13	5,681,000	5,680,620	56,294,000	51,158,242
210	First Jersey National Bank, Jersey City, N.J.	880,903,000	768,846,232	216	+ 6	15,276,000[2]	15,576,000[2]	49,087,000	42,192,849
211	First National Bank, Akron, Ohio	877,301,000	800,320,617	203		22,279,720	22,279,720	89,242,812	84,913,130
212	National Bank of Washington, D.C.	876,288,000	819,666,680	198		13,750,000	13,750,000	45,506,000	43,867,831
213	Puget Sound National Bank, Tacoma, Wash.	872,674,000	778,854,000	211		17,690,000[2]	18,000,000[2]	48,615,000	43,920,000
214	Central Bank, San Francisco	868,262,000	804,647,000	202		12,868,000[2]	13,043,000[2]	42,291,000	38,673,000
215	LaSalle National Bank, Chicago	861,691,000	984,149,000	169		39,698,000[2]	20,399,000[2]	62,293,000	58,056,000
216	Exchange National Bank, Chicago	843,718,000	471,184,000	335	+119	11,846,980	12,346,980[2]	47,418,998	24,296,793
217	Toledo Trust Co., Ohio	843,053,618	698,741,000	240	+23	14,412,980	14,413,000	81,462,043	70,061,000
218	National Bank of Commerce, San Antonio, Tex.	836,935,987	774,459,742	213		15,000,000[2]	15,000,000[2]	47,080,606	44,515,252
219	Daiwa Bank Trust Co., New York	831,748,651	811,006,000	201		30,000,000[2]	30,000,000[2]	21,553,003	18,873,000
220	Central Bank of Denver	823,098,000	754,875,663	224	+ 4	15,500,000[2]	15,700,000[2]	49,158,000	42,734,723
221	Commerce Bank of Kansas City NA, Mo.	819,200,000	783,363,000	210		18,000,000	18,000,000	58,673,000	58,340,000
222	Louisiana National Bank, Baton Rouge	815,496,000	709,112,000	233	+11	18,466,000[2]	20,216,270[2]	58,646,000	50,475,820
223	Marine Bank NA, Milwaukee	815,075,000	605,227,000	262	+39	12,222,000	10,000,000	48,601,000	36,651,000
224	Hibernia Bank, San Francisco	814,948,000	790,357,000	208		11,062,000	10,437,000	68,084,000	53,964,000
225	Iowa-Des Moines National Bank	800,002,000	745,295,000	225		24,000,000[2]	19,000,000[2]	40,156,000	43,476,000
226	First National Bank, Kansas City, Mo.	799,973,000	770,203,000	215		12,000,000	12,000,000	71,161,000	69,329,000
227	First Peoples Bank of New Jersey, Haddon Twp.	796,771,000	907,011,000	181		N.A.	28,454,852[2]	N.A	25,998,449
228	City National Bank, Detroit	793,490,000	762,881,000	220		30,600,000[2]	30,800,000[2]	25,624,000	30,495,000
229	First Nat'l State Bank of So. Jersey, Burlington Twp., N.J.	789,230,000	220,171,000	656	+427	22,250,000[2]	6,000,000	41,357,000	12,657,000
230	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	788,307,000	773,004,000	214		34,844,000[2]	35,289,000[2]	49,945,000	42,984,000
231	Capital Bank NA, Houston	783,881,000	716,363,000	232	+ 1	37,500,000[2]	25,500,000[2]	34,414,000	47,706,000
232	Fourth National Bank & Trust Co., Wichita, Kan.	780,375,000	720,666,000	230		15,000,000	15,000,000	54,576,000	49,878,000
233	Bank of the South NA, Atlanta	779,691,000	794,210,000	205		15,290,000[2]	15,480,000[2]	68,584,000	59,875,000
234	Boatmen's National Bank, St. Louis	779,609,000	729,250,000	228		9,934,000	9,934,000	44,523,000	39,622,000
235	First City Bank, Dallas	776,431,067	588,232,073	269	+34	23,274,000[2]	23,374,000[2]	28,848,145	25,845,924
236	First Virginia Bank, Falls Church	773,683,916	664,006,561	247	+11	13,860,000	12,450,000	50,199,980	41,752,416
237	Citytrust, Bridgeport, Conn.	773,215,000	603,734,000	264	+27	9,110,000[2]	9,426,000[2]	46,960,000	40,452,000
238	Valley Bank of Nevada, Las Vegas	773,104,408	763,491,183	219		41,796,926[2]	42,486,926[2]	25,907,602	20,270,153
239	Southern Bank & Trust Co., Greenville, S.C.	761,209,000	458,118,000	341	+102	4,691,000[2]	5,452,000[2]	44,486,000	31,881,000
240	First Eastern Bank NA, Wilkes-Barre, Pa.	756,942,000	732,249,000	227		17,649,000[2]	17,649,000[2]	45,330,000	41,802,000
241	Bank of the Commonwealth, Detroit	756,543,000	800,059,869	204		N.A.	41,989,818[2]	N.A.	13,977,852
242	First National Bank, Shreveport, La.	744,249,000	697,172,000	241		16,368,000	16,368,000	60,470,000	53,946,000
243	United Carolina Bank, Whiteville, N.C.	741,126,000	648,372,000	250	+ 7	8,787,000	8,232,000	50,586,000	45,567,000
244	Southern National Bank of N.C., Lumberton	740,673,696	525,572,880	304	+60	15,946,330[2]	12,208,800[2]	33,739,030	26,056,310
245	Genesee Merchants Bank & Trust Co., Flint, Mich.	740,159,000	736,123,000	226		6,200,000	6,200,000	51,204,000	47,297,000
246	NCNB National Bank of Florida, Boca Raton	737,448,864	474,407,000	331	+85	27,322,500	25,000,000	37,620,748	14,339,000
247	Oneida National Bank, Utica, N.Y.	735,928,048	704,560,000	235		14,852,880	14,753,000	37,839,361	37,888,000
248	Flagship National Bank, Miami	733,982,000	632,137,027	254	+ 6	8,886,000	8,886,000	54,889,000	51,007,000
249	BancTexas Dallas NA	732,779,000	527,927,000	302	+53	13,216,000[2]	13,216,000[2]	31,982,000	26,149,000
250	Amalgamated Bank, New York	731,058,000	570,890,928	274	+24	5,000,000	5,000,000	50,973,000	47,065,048
251	Texas Commerce Bank-Austin NA, Tex.	730,458,238	670,467,458	244		5,607,085	5,607,085	48,956,635	41,355,215
252	Bank of Delaware, Wilmington	726,999,000	669,304,984	245		13,798,860	13,000,000	48,302,118	43,381,292
253	Banco de Santander-P.R., Hato Rey	726,264,413	607,925,992	260	+ 7	19,400,000[2]	19,400,000[2]	32,430,731	21,170,955
254	First National Bank, Amarillo, Tex.	725,503,659	631,085,203	255	+ 1	33,942,000[2]	19,677,000[2]	32,739,000	63,556,000
255	Commercial National Bank, Shreveport, La.	717,826,000	700,956,000	238		14,000,000	14,000,000	56,329,000	47,627,000
256	Omaha National Bank, Neb.	714,421,000	703,192,382	237		25,200,000[2]	25,200,000[2]	49,038,000	43,215,571
257	Central Fidelity Bank NA, Lynchburg, Va.	712,651,000	613,011,000	258	+ 1	6,141,000	6,141,000	44,901,000	42,325,000
258	Security Bank & Trust Co., Southgate, Mich.	712,048,000	667,020,081	246		19,750,000[2]	20,000,000[2]	38,323,000	34,361,969
259	Fidelity Bank NA, Oklahoma City	710,303,000	678,668,000	242		10,327,000	10,327,000	39,253,000	35,738,000
260	Central Penn National Bank, Philadelphia	708,748,000	674,308,000	243		16,706,000[2]	22,644,000[2]	60,143,000	54,364,000
261	First Interst. Bank of Utah NA, Salt Lake City	700,513,931	604,329,771	263	+ 2	18,333,446[2]	18,000,000[2]	45,365,295	39,428,745
262	Laredo National Bank, Tex.	698,590,399	564,051,234	278	+16	7,562,000[2]	7,562,000[2]	31,032,515	26,354,554
263	Banco Central Corp., Hato Rey, P.R.	698,146,890	788,902,196	209		73,620,521[2]	46,441,958[2]	7,550,291	1,204,396
264	Barclays Bank of California, San Francisco	696,306,000	723,474,000	229		20,000,000	20,000,000	30,598,000	37,990,000
265	National Bank of Alaska, Anchorage	694,515,000	607,456,000	261		30,000,000	30,000,000	66,393,000	53,420,000
266	Oregon Bank, Portland	693,275,000	698,815,000	239		15,355,000[2]	15,355,000[2]	42,876,000	40,789,000
267	Citizens First National Bank, Ridgewood, N.J.	688,800,000	558,382,000	280	+13	5,756,000	5,726,000	36,912,000	33,139,000
268	Trust Company of New Jersey, Jersey City	682,148,000	656,959,000	248		14,110,000[2]	14,410,000[2]	32,825,000	23,246,000
269	Citizens Bank & Trust Co., Riverdale, Md.	680,961,052	601,539,466	265		17,930,000	16,182,890	70,885,588	60,152,276
270	Brown Brothers Harriman & Co., New York	677,318,101	642,940,968	251		20,000,000	18,000,000	30,225,283	26,145,284
271	Southeast National Bank of Pa., Malvern	672,000,000	570,558,000	275	+ 4	20,500,000[2]	25,500,000[2]	45,563,000	36,741,000
272	Security Trust Co., Rochester, N.Y.	671,605,052	609,518,000	259		22,770,000[2]	23,000,000[2]	31,517,910	30,221,000
273	Central Fidelity Bank NA, Richmond, Va.	670,740,000	431,331,000	364	+91	11,850,000	10,875,000	46,176,000	33,827,000
274	Marine Bank, Warren, Pa.	668,128,000	383,474,000	409	+135	13,775,000[2]	9,401,000[2]	41,983,000	24,295,000
275	San Diego Trust & Savings Bank, Calif.	667,700,000	581,039,000	272		13,500,000[2]	13,500,000[2]	39,249,000	33,883,000
276	Guaranty Bank & Trust Co., Lafayette, La.	663,824,229	600,280,562	266		9,900,000	9,900,000	41,104,825	34,043,586
277	First American Bank NA, Washington, D.C.	645,886,484	541,346,442	291	+14	11,727,909[2]	11,790,552[2]	45,443,263	42,630,339
278	Shawmut-Worcester County Bank NA, Worcester, Mass.	642,487,000	635,771,000	252		10,233,000[2]	6,233,000	41,881,000	38,836,000
279	Arlington Trust Co., Lawrence, Mass.	640,715,000	582,201,000	271		8,515,625[2]	8,703,000[2]	31,434,000	25,346,000
280	Florida National Bank, Jacksonville	632,931,000	453,187,000	345	+65	12,500,000	12,500,000	35,690,000	33,578,000
281	Sun Bank/South Florida NA, Ft. Lauderdale	631,840,000	198,858,000	740	+459	300,000	300,000	48,675,000	12,768,000
282	American National Bank & Trust Co., Chattanooga, Tenn.	630,654,919	594,144,000	267		5,200,000	5,200,000	48,214,063	44,342,000
283	American National Bank, Morristown, N.J.	629,256,000	545,403,000	285	+ 2	9,159,000	8,966,000	43,457,000	41,033,000
284	Liberty National Bank, Buffalo, N.Y.	627,161,641	630,540,982	256		7,549,170	7,549,170	51,354,851	48,108,934
285	First Seneca Bank, Butler, Pa.	623,673,000	572,259,000	273		16,234,000[2]	16,347,000[2]	38,303,000	36,249,000
286	Pan American Bank NA, Miami	618,276,000	412,308,000	384	+98	6,471,000	6,471,000	32,804,000	30,181,000
287	Continental National Bank, Fort Worth, Tex.	618,267,893	567,350,713	277		14,180,000[2]	14,315,000[2]	33,331,505	32,475,470
288	National Bank of Commerce, Memphis, Tenn.	608,729,000	547,101,000	284		6,924,000	6,924,000	44,820,000	41,193,000
289	Provident Bank, Cincinnati	604,844,000	630,112,000	257		20,581,000[2]	21,116,000[2]	41,888,000	40,083,000
290	Merchants National Bank, Allentown, Pa.	604,527,000	547,336,000	283		9,423,000[2]	10,380,000[2]	38,645,000	33,459,000
291	El Paso National Bank, Tex.	603,684,425	528,921,000	298	+ 7	6,700,000	6,500,000	62,225,486	32,560,000
292	Valley National Bank, Passaic, N.J.	603,374,116	485,554,930	327	+35	5,917,665	5,098,990	38,216,933	31,154,070
293	Delaware Trust Co., Wilmington	602,940,689	542,903,000	289		2,000,000	2,000,000	41,746,504	37,100,000
294	BayBank Norfolk County Trust Co., Dedham, Mass.	600,730,744	528,454,233	299	+ 5	16,200,000	16,200,000	38,797,566	34,019,328
295	State National Bank, El Paso, Tex.	599,370,000	513,978,000	309	+14	7,700,000	7,700,000	39,299,000	33,762,000
296	Landmark First NB, Fort Lauderdale, Fla.	599,354,122	524,037,857	306	+10	8,192,000	8,192,000	43,131,680	40,952,739
297	Central Carolina Bank & Trust Co., Durham, N.C.	595,438,000	496,727,044	316	+19	11,779,000[2]	11,899,240[2]	35,000,000	37,324,513
298	Bank of New Jersey, Camden	595,329,000	491,359,000	321	+23	12,210,000	16,922,000[2]	51,036,000	18,468,000
299	Chemical Bank (Delaware), Wilmington	592,905,000	.....	...		19,000,000	.....	91,696,000	.....
300	United American Bank, Knoxville, Tenn.	590,861,237	537,300,014	292		18,300,000[2]	17,500,000[2]	26,978,201	27,428,557

(a)—Includes only common stock unless otherwise noted. (b)—Includes reserve for contingencies and other capital reserves. *—American Banker requested banks to report their yearend 1982 deposit and capital data from the Federal regulatory "call report." Therefore, for some banks, the 1982 data and the 1981 data are not exactly comparable, because the 1981 data for some banks are from their public statements which are based on general accounting principals ("gap"). In addition, 1982 and 1981 data may not be comparable because of mergers, acquisitions, etc. The 1981 data shown are as reported in 1982 and have not been restated. 2—Includes subordinated debt and/or preferred stock in addition to common stock capital. 3—Includes subordinated debt assumed by parent. N.A.—Not available.

Geographic Breakdown of Top 300 Banks

With Selected Time Deposit Breakdowns, Branch & Employee Data

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Rank 12/31/82		December 31, 1982 Deposits	NOW Accounts(a)	6-Mo. Money Market Certificates	All Savers Certificates	Branches(b)	Employees(c)
	ALABAMA						
94	Central Bank of the South, Birmingham	1,979,285,076	84,739,000	344,093,954	11,028,874	76	1,843
124	First National Bank, Birmingham	1,497,697,000	63,704,000	249,100,000	8,875,000	37	2,144
184	SouthTrust Bank of Alabama NA, Birmingham	1,024,794,386	N.A.	N.A.	N.A.	N.A.	N.A.
	ALASKA						
265	National Bank of Alaska, Anchorage	694,515,000	64,615,000	84,819,000	4,947,000	40	906
	ARIZONA						
28	Valley National Bank of Arizona, Phoenix	5,530,945,000	288,504,000	1,138,887,000	24,841,000	223	6,835
45	First Interstate Bank of Arizona NA, Phoenix	3,622,580,000	172,697,000	877,876,000	17,179,000	167	4,082
96	Arizona Bank, Phoenix	1,970,553,118	145,207,846	379,587,267	10,781,503	95	2,148
201	United Bank of Arizona, Phoenix	929,282,000	37,554,000	101,961,000	2,706,000	36	866
	CALIFORNIA						
1	Bank of America NT & SA, San Francisco	95,037,498,000	2,161,584,000	5,543,928,000	381,814,000	1,218	77,486
9	Security Pacific National Bank, Los Angeles	25,791,750,980	N.A.	N.A.	N.A.	N.A.	N.A.
11	Crocker National Bank, San Francisco	18,334,746,000	652,565,000	1,328,495,000	59,783,000	385	14,611
12	Wells Fargo Bank NA, San Francisco	18,065,044,000	1,348,364,000	2,578,600,000	134,830,000	392	16,018
13	First Interstate Bank of California, Los Angeles	15,950,069,000	551,342,000	781,068,000	27,328,000	341	12,478
29	Union Bank, Los Angeles	5,436,326,000	155,858,000	98,108,000	6,105,000	59	5,246
47	California First Bank, San Francisco	3,576,149,000	156,134,000	306,649,000	13,708,000	116	3,721
68	Bank of California NA, San Francisco	2,734,776,000	95,318,000	192,431,000	6,458,000	44	2,939
85	Lloyds Bank California, Los Angeles	2,129,800,000	74,399,000	245,681,000	6,205,000	101	N.A.
102	Sumitomo Bank of California, San Francisco	1,867,495,962	63,943,000	257,487,000	12,533,000	51	1,657
123	City National Bank, Beverly Hills	1,507,955,000	52,732,000	48,555,000	1,000,000	24	1,792
139	Imperial Bank, Los Angeles	1,369,007,899	N.A.	N.A.	N.A.	N.A.	N.A.
142	Mitsui Manufacturers Bank, Los Angeles	1,328,514,000	23,445,000	32,109,000	601,000,000	11	857
192	Bank of the West, San Francisco	964,588,000	152,423,000	N.A.	2,611,000	42	1,107
193	Golden State Sanwa Bank, San Francisco	960,603,000	N.A.	N.A.	N.A.	N.A.	N.A.
214	Central Bank, San Francisco	868,262,000	29,781,000	103,567,000	3,272,000	54	1,525
224	Hibernia Bank, San Francisco	814,948,000	58,478,000	159,288,000	3,280,000	32	948
264	Barclays Bank of California, San Francisco	696,306,000	48,041,000	71,851,000	2,779,000	58	1,333
275	San Diego Trust & Savings Bank	667,700,000	77,325,506	101,485,126	3,991,195	42	1,262
	COLORADO						
112	IntraWest Bank of Denver NA	1,671,914,000	59,944,000	50,020,000	1,717,000	1	1,568
113	United Bank of Denver NA	1,660,198,000	N.A.	N.A.	N.A.	N.A.	N.A.
195	Colorado National Bank, Denver	947,723,000	36,441,000	34,976,000	1,781,000	0	1,401
220	Central Bank of Denver	823,098,000	25,145,000	23,324,000	2,282,000	0	723
	CONNECTICUT						
44	Connecticut Bank & Trust Co. NA, Hartford	3,694,611,000	221,190,000	552,174,000	27,849,000	152	4,622
53	Connecticut National Bank, Hartford	3,301,934,000	178,863,000	337,732,000	15,363,000	119	3,651
159	Union Trust Co., Stamford	1,177,567,000	89,884,000	145,152,000	7,258,000	59	1,457
182	Colonial Bank, Waterbury	1,034,800,000	85,594,000	150,511,000	5,954,000	63	1,557
237	Citytrust, Bridgeport	773,215,000	44,968,000	85,166,000	3,102,000	30	907
	DELAWARE						
161	Wilmington Trust Co	1,151,005,000	92,390,000	169,085,000	17,520,000	32	1,368
183	Morgan Bank (Delaware), Wilmington	1,027,150,000	0	0	0	1	100
252	Bank of Delaware, Wilmington	726,999,000	41,065,000	149,417,000	13,214,000	32	1,000
293	Delaware Trust Co., Wilmington	602,940,689	39,314,279	108,246,199	7,827,200	28	709
299	Chemical Bank (Delaware), Wilmington	592,905,000	0	0	0	1	60
	DISTRICT OF COLUMBIA						
58	Riggs National Bank, Washington, D.C.	3,053,836,000	420,175,000	119,230,000	8,676,000	31	2,022
69	American Security Bank NA, Washington, D.C.	2,673,937,000	145,470,000	107,905,000	5,741,000	35	1,405
212	National Bank of Washington, D.C.	876,288,000	56,591,000	35,005,000	3,019,000	23	889
277	First American Bank NA, Washington, D.C.	645,886,484	131,992,326	41,459,898	3,640,523	26	774
	FLORIDA						
27	Southeast Bank NA, Miami	5,554,736,000	440,230,000	N.A.	N.A.	131	N.A.
93	Atlantic National Bank of Florida, Jacksonville	1,986,463,000	233,904,000	422,429,000	11,651,000	98	2,863
126	Barnett Bank of South Florida NA, Miami	1,484,908,000	119,401,000	231,185,000	3,968,000	39	1,873
140	Sun Bank NA, Orlando	1,335,745,000	79,915,000	247,621,000	5,517,000	45	1,674
164	Exchange Bank & Trust Co. of Florida, Tampa	1,140,809,000	92,504,000	198,628,000	5,284,000	44	1,297
174	First National Bank of Florida, Tampa	1,063,930,000	123,569,000	220,211,000	6,030,000	24	1,378
246	NCNB Nat'l Bank of Florida, Boca Raton	737,448,864	91,502,000	94,990,000	2,982,000	22	695
248	Flagship National Bank, Miami	733,982,000	70,198,000	126,033,000	1,001,000	8	861
280	Florida National Bank, Jacksonville	632,931,000	38,046,142	87,102,361	2,885,774	17	658
281	Sun Bank/South Florida NA, Ft. Lauderdale	631,840,000	95,114,000	120,636,000	2,173,000	22	640
286	Pan American Bank NA, Miami	618,276,000	N.A.	N.A.	N.A.	29	N.A.
296	Landmark First National Bank, Ft. Lauderdale	599,354,122	59,993,925	78,661,958	2,709,404	12	816
	GEORGIA						
42	Citizens & Southern National Bank, Atlanta	3,928,721,000	177,059,000	421,611,000	22,069,000	1	5,673
66	First National Bank, Atlanta	2,786,923,000	93,025,000	193,555,000	8,288,000	78	3,100
114	Trust Company Bank, Atlanta	1,637,230,000	62,013,000	103,057,000	6,235,000	42	2,143
233	Bank of the South NA, Atlanta	779,691,000	44,587,000	70,367,000	3,542,000	32	1,192
	HAWAII						
72	Bank of Hawaii, Honolulu	2,579,918,000	298,929,000	296,661,000	78,219,000	69	2,756
99	First Hawaiian Bank, Honolulu	1,933,283,000	124,156,000	225,262,000	9,534,000	48	1,943
	IDAHO						
107	Idaho First National Bank, Boise	1,738,552,000	141,489,000	421,288,000	11,318,000	72	2,135
151	First Security Bank of Idaho NA, Boise	1,243,151,527	129,259,000	344,281,000	7,386,000	45	1,366
	ILLINOIS						
7	Continental Illinois National B & T Co., Chicago	28,635,668,000	95,512,000	269,513,000	11,011,000	20	12,579
8	First National Bank, Chicago	27,495,357,000	N.A.	N.A.	N.A.	N.A.	N.A.
33	Harris Trust & Savings Bank, Chicago	4,727,252,000	104,171,000	175,320,000	8,472,000	4	3,637
39	Northern Trust Co., Chicago	4,100,789,000	132,937,000	N.A.	N.A.	3	4,067
80	American National Bank & Trust Co., Chicago	2,281,719,000	43,444,000	72,206,000	2,947,000	3	1,836
215	LaSalle National Bank, Chicago	861,691,000	28,854,000	67,671,000	3,623,000	1	733
216	Exchange National Bank, Chicago	843,718,000	N.A.	N.A.	N.A.	N.A.	N.A.

(a)—Negotiable order of withdrawal accounts and savings deposits authorized for automatic transfer. (b)—Includes the total of domestic and foreign branches. (c)—Equivalent number of full-time employees.

Geographic Breakdown of Top 300 Banks

With Selected Time Deposit Breakdowns, Branch & Employee Data

Compiled by American Banker Copyright 1983

Rank 12/31/82		December 31, 1982 Deposits	NOW Accounts(a)	6-Mo. Money Market Certificates	All Savers Certificates	Branches(b)	Employees(c)
	INDIANA						
89	American Fletcher National B & T Co., Indianapolis	2,074,983,000	104,445,000	381,927,000	13,051,000	62	2,073
105	Indiana National Bank, Indianapolis	1,785,310,000	107,560,000	292,362,000	12,839,000	56	2,053
144	Merchants National Bank & Trust Co., Indianapolis	1,322,443,000	78,287,000	240,531,000	7,908,000	46	1,384
	IOWA						
225	Iowa-Des Moines National Bank	800,002,000	112,287,000	75,344,000	2,691,000	5	742
	KANSAS						
232	Fourth National Bank & Trust Co., Wichita	780,375,000	0	80,738,000	3,271,000	5	812
	KENTUCKY						
98	First National Bank, Louisville	1,956,175,005	94,473,221	249,437,540	6,657,827	46	2,632
119	Citizens Fidelity Bank & Trust Co., Louisville	1,587,157,000	69,138,000	230,965,000	9,851,000	42	1,766
180	Liberty National Bank & Trust Co., Louisville	1,040,384,000	75,094,000	182,898,000	6,767,000	60	1,322
	LOUISIANA						
121	Whitney National Bank, New Orleans	1,568,096,322	64,948,452	185,920,173	0	14	892
191	Hibernia National Bank, New Orleans	965,868,000	51,525,000	121,439,000	3,930,000	17	991
199	First National Bank of Commerce, New Orleans	935,477,000	40,090,000	70,131,000	2,646,000	15	993
222	Louisiana National Bank, Baton Rouge	815,498,000	24,929,000	113,322,000	4,623,000	26	1,059
242	First National Bank, Shreveport	744,249,000	41,378,000	129,918,000	2,257,000	14	625
255	Commercial National Bank, Shreveport	717,826,000	N.A.	N.A.	N.A.	N.A.	N.A.
276	Guaranty Bank & Trust Co., Lafayette	663,824,229	39,996,486	96,612,194	2,475,682	12	646
	MARYLAND						
64	Maryland National Bank, Baltimore	2,842,731,000	109,637,000	385,217,000	25,500,000	195	4,081
79	First National Bank, Baltimore	2,319,056,000	169,721,000	262,529,000	15,102,000	143	2,830
101	Equitable Bank NA, Baltimore	1,887,183,000	52,735,000	264,200,000	14,156,000	130	2,467
117	Suburban Bank, Bethesda	1,599,584,261	262,121,982	217,757,639	13,831,795	69	1,695
158	Union Trust Co., Baltimore	1,188,013,000	49,470,000	148,894,000	10,223,000	83	1,711
269	Citizens Bank & Trust Co., Riverdale	680,961,052	17,754,083	112,920,444	13,206,864	71	1,101
	MASSACHUSETTS						
17	First National Bank, Boston	10,960,124,000	217,367,000	133,860,000	10,870,000	164	13,000
61	Bank of New England NA, Boston	2,881,210,000	58,984,000	32,519,000	3,794,000	16	2,419
84	State Street Bank & Trust Co., Boston	2,191,640,000	40,810,000	14,598,000	846,000	17	3,078
90	Shawmut Bank of Boston NA	2,058,622,000	N.A.	N.A.	N.A.	N.A.	N.A.
162	BayBank Middlesex, Burlington	1,150,860,775	137,849,049	116,852,545	10,029,451	74	1,450
278	Shawmut Worcester County Bank NA, Worcester	642,487,000	63,094,000	75,490,000	2,216,000	33	892
279	Arlington Trust Co., Lawrence	640,715,000	55,851,000	100,158,000	5,438,000	17	669
294	BayBank Norfolk County Trust Co., Dedham	600,730,744	69,980,605	58,806,081	5,416,445	34	728
	MICHIGAN						
23	National Bank of Detroit	7,342,643,000	254,027,000	1,234,077,000	41,339,000	109	5,598
35	Comerica Bank-Detroit	4,315,387,000	109,726,000	1,020,168,000	43,563,000	89	4,579
52	Manufacturers National Bank, Detroit	3,424,475,000	114,118,000	780,950,000	30,776,000	81	2,972
128	Michigan National Bank, Lansing	1,476,491,000	43,643,000	275,194,000	10,662,000	33	2,240
141	Michigan National Bank, Detroit	1,333,835,000	19,925,000	262,179,000	13,885,000	48	1,727
149	Old Kent Bank & Trust Co., Grand Rapids	1,271,933,000	43,530,000	269,694,000	12,130,000	43	1,215
200	Citizens Commercial & Savings Bank, Flint	934,505,254	32,051,881	244,862,000	8,003,310	33	1,020
228	City National Bank, Detroit	793,490,000	19,939,000	160,553,000	5,508,000	33	946
241	Bank of the Commonwealth, Detroit	756,543,000	N.A.	N.A.	N.A.	N.A.	N.A.
245	Genesee Merchants Bank & Trust Co., Flint	740,159,000	24,317,000	232,539,000	8,697,000	33	891
258	Security National Bank & Trust Co., Southgate	712,048,000	30,205,000	214,018,000	10,034,000	32	770
	MINNESOTA						
48	First National Bank, Minneapolis	3,575,182,000	70,902,000	76,454,000	3,877,000	7	1,870
55	Northwestern National Bank, Minneapolis	3,137,712,000	82,698,000	92,806,000	7,707,000	5	2,143
88	First National Bank, St. Paul	2,096,691,000	52,870,000	98,096,000	5,251,000	3	838
181	F&M Marquette National Bank, Minneapolis	1,035,409,000	24,303,000	185,276,000	10,385,000	2	540
	MISSISSIPPI						
137	Deposit Guaranty National Bank, Jackson	1,389,523,000	58,670,000	263,683,000	7,133,000	65	1,565
163	First National Bank, Jackson	1,146,037,863	58,724,315	214,304,000	5,112,000	47	1,105
	MISSOURI						
76	Mercantile Trust Co. NA, St. Louis	2,452,331,000	82,887,000	88,250,000	4,096,000	2	2,007
86	Centerre Bank NA, St. Louis	2,105,546,000	48,050,000	85,647,000	7,097,000	4	1,853
204	United Missouri Bank of Kansas City NA	922,991,000	36,607,000	44,771,000	1,086,000	3	1,053
221	Commerce Bank of Kansas City NA	819,200,000	33,695,000	67,549,000	2,554,000	3	1,133
226	First National Bank, Kansas City	799,973,000	27,386,000	50,999,000	1,446,000	3	907
234	Boatmen's National Bank, St. Louis	779,609,000	13,942,000	22,836,000	1,498,000	2	708
	NEBRASKA						
256	Omaha National Bank	714,421,000	42,527,00	81,782,000	5,359,000	2	N.A.
	NEVADA						
91	First Interstate Bank of Nevada NA, Reno	2,056,969,000	144,781,000	340,891,000	8,006,000	65	2,091
238	Valley Bank of Nevada, Las Vegas	773,104,408	37,684,530	144,591,833	3,140,655	37	832
	NEW JERSEY						
74	Fidelity Union Bank, Newark	2,502,649,629	162,561,000	304,594,000	13,788,000	100	3,682
97	Midlantic National Bank, Newark	1,959,736,000	N.A.	N.A.	N.A.	N.A.	N.A.
104	First National State Bank, Newark	1,829,521,000	53,548,000	150,441,000	7,623,000	31	1,656
122	United Jersey Bank, Hackensack	1,544,574,000	54,370,000	243,705,000	18,112,000	47	998
136	Heritage Bank NA, Jamesburg	1,396,558,000	67,348,000	260,614,000	11,887,000	85	1,541
165	New Jersey National Bank, Trenton	1,137,041,000	46,784,000	213,542,000	16,388,000	53	1,213
177	National Community Bank, Rutherford	1,047,184,600	57,292,178	191,499,002	9,165,750	61	1,147
196	New Jersey Bank NA, West Paterson	943,401,000	36,607,000	185,567,000	12,428,000	40	1,032
197	First National Bank, Totowa	938,908,000	53,257,189	189,230,370	10,939,174	34	963
208	National State Bank, Elizabeth	903,390,064	52,228,443	58,454,518	3,485,995	43	1,439
210	First Jersey National Bank, Jersey City	880,903,000	12,680,000	177,086,000	5,745,000	28	1,974
227	First Peoples Bank of N.J., Haddon Twp	796,771,000	N.A.	N.A.	N.A.	N.A.	N.A.
229	First Nat'l St. Bank of So. Jersey, Burlington Twp	789,230,000	22,110,000	131,470,000	7,766,000	69	1,152
267	Citizens First National Bank, Ridgewood	688,800,000	42,443,000	153,428,000	10,342,000	31	570
268	Trust Company of New Jersey, Jersey City	682,148,000	10,204,000	120,179,000	5,084,000	19	N.A.

(a)—Negotiable order of withdrawal accounts and savings deposits authorized for automatic transfer. (b)—Includes the total of domestic and foreign branches. (c)—Equivalent number of full-time employees.

Geographic Breakdown of Top 300 Banks

With Selected Time Deposit Breakdowns, Branch & Employee Data

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Rank 12/31/82		December 31, 1982 Deposits	NOW Accounts(a)	6-Mo. Money Market Certificates	All Savers Certificates	Branches(b)	Employees(c)
	NEW JERSEY						
283	American National Bank, Morristown	629,256,000	N.A.	N.A.	N.A.	N.A.	N.A.
292	Valley National Bank, Passaic	603,374,116	25,758,113	96,052,641	4,052,917	16	402
298	Bank of New Jersey, Camden	595,329,000	46,295,000	87,484,000	5,690,000	31	722
	NEW MEXICO						
194	Albuquerque National Bank	960,411,686	149,723,000	170,807,000	7,100	24	1,063
	NEW YORK						
2	Citibank NA, New York	74,544,000,000	813,000,000	3,113,000,000	162,000,000	535	44,000
3	Chase Manhattan Bank NA, New York	59,316,797,000	445,327,000	1,561,053,000	55,879,000	328	35,493
4	Manufacturers Hanover Trust Co., New York	43,579,255,000	482,153,000	727,253,000	54,570,000	221	23,437
5	Morgan Guaranty Trust Co., New York	39,807,553,000	0	0	738,000	21	12,720
6	Chemical Bank, New York	29,684,938,000	1,524,835,000	1,376,141,000	68,694,000	287	18,513
10	Bankers Trust Co., New York	25,295,957,000	0	N.A.	N.A.	N.A.	N.A.
14	Marine Midland Bank NA, Buffalo	15,286,733,000	523,471,000	1,088,232,000	63,254,000	317	10,933
16	Irving Trust Co., New York	12,435,442,000	61,993,000	50,291,000	3,852,000	19	7,472
18	Bank of New York	8,874,136,241	364,847,000	533,734,000	25,956,000	190	9,146
24	Republic National Bank, New York	6,925,592,000	56,364,000	507,326,000	37,013,000	36	2,054
30	National Bank of North America, New York	5,218,623,000	N.A.	N.A.	N.A.	N.A.	N.A.
46	European American Bank & Trust Co., New York	3,619,417,000	42,362,000	160,156,000	12,658,000	94	4,528
51	Bank of Tokyo Trust Co., New York	3,506,813,027	27,271,000	22,986,000	414,000	7	354
60	Lincoln First Bank NA, Rochester	3,021,164,000	188,221,000	443,411,000	28,423,000	139	3,659
65	Israel Discount Bank of New York	2,835,902,000	98,118,000	42,888,000	0	2	683
77	Bank Leumi Trust Co., New York	2,386,868,233	34,372,627	89,444,684+	5,772,320	26	1,279
108	J. Henry Schroder Bank & Trust Co., New York	1,725,755,000	0	0	0	1	779
111	United States Trust Co., New York	1,672,086,282	0	1,866,591	398,450	3	1,611
129	Fuji Bank & Trust Co., New York	1,469,960,620	3,788,679	3,936,271	631,907	2	96
133	Manufacturers & Traders Trust Co., Buffalo	1,450,784,000	98,871,000	327,387,000	14,241,000	53	1,772
148	Industrial Bank of Japan Trust Co., New York	1,273,140,000	0	0	0	2	81
153	Barclays Bank of New York NA	1,232,949,000	N.A.	N.A.	N.A.	N.A.	N.A.
170	Citibank (New York State), Buffalo	1,091,974,000	40,972,000	144,569,000	4,216,000	37	4,935
176	Long Island Trust Co. NA, Garden City	1,049,794,000	27,098,000	116,343,000	6,264,000	48	1,000
178	Key Bank NA, Albany	1,047,149,000	72,811,000	119,751,000	5,569,000	64	1,150
187	UBAF Arab American Bank, New York	984,835,000	0	0	0	2	120
206	State Bank of Albany	912,785,813	53,650,000	130,648,000	5,088,000	34	821
219	Daiwa Bank Trust Co., New York	831,748,651	701,703	3,058,867	162,075	0	53
247	Oneida National Bank, Utica	735,928,048	0	164,108,000	7,606,000	33	945
250	Amalgamated Bank, New York	731,058,000	22,476,000	0	4,186,000	4	300
270	Brown Brothers Harriman & Co., New York	677,318,101	0	0	0	9	1,115
272	Security Trust Co., Rochester	671,605,052	79,228,067	108,105,000	6,364,892	34	637
284	Liberty National Bank, Buffalo	627,161,641	73,500,687	136,735,799	5,247,369	40	740
	NORTH CAROLINA						
26	NCNB National Bank of North Carolina, Charlotte	6,101,833,000	677,868,000	591,790,000	62,144,000	255	5,386
31	Wachovia Bank & Trust Co. NA, Winston-Salem	4,940,353,358	291,824,000	767,785,000	56,693,000	199	5,525
43	First Union National Bank, Charlotte	3,707,503,000	266,317,000	524,621,000	20,363,000	204	3,922
106	Northwestern Bank, North Wilkesboro	1,742,096,000	143,610,000	371,301,000	14,908,000	185	2,834
134	First-Citizens Bank & Trust Co., Raleigh	1,421,031,497	127,940,535	308,773,527	11,299,199	245	2,658
160	Branch Banking & Trust Co., Wilson	1,164,302,000	103,262,000	208,564,000	6,772,000	119	1,782
243	United Carolina Bank, Whiteville	741,126,000	57,146,000	175,714,000	6,237,000	89	1,270
244	Southern National Bank, Lumberton	740,673,696	153,980,104	144,072,589	3,722,908	78	1,121
297	Central Carolina Bank & Trust Co., Durham	595,438,000	43,133,000	108,500,000	3,743,000	61	1,001
	OHIO						
34	BancOhio National Bank, Columbus	4,334,176,000	385,898,000	N.A.	N.A.	269	5,893
38	AmeriTrust Co., Cleveland	4,164,729,000	172,780,000	594,942,000	16,441,000	124	4,113
62	Huntington National Bank, Columbus	2,875,519,000	228,647,000	573,913,000	17,314,000	133	3,153
70	National City Bank, Cleveland	2,591,757,000	138,038,000	289,950,000	12,877,000	58	2,201
116	Society National Bank, Cleveland	1,615,175,000	73,301,000	387,526,000	14,218,000	60	1,493
120	Central National Bank, Cleveland	1,578,277,000	80,116,000	272,495,000	10,733,000	58	1,925
166	Central Trust Co. NA, Cincinnati	1,116,549,448	65,513,000	1,070,941,000	5,305,000	44	1,487
169	Bank One of Columbus NA	1,092,834,025	93,190,232	148,418,257	7,415,728	33	1,787
185	Huntington Bank of Northwest Ohio, Cleveland	1,017,350,001	36,658,000	103,429,000	6,801,000	38	1,211
188	First National Bank, Cincinnati	978,148,000	135,313,000	115,742,000	4,151,000	29	1,143
202	Fifth Third Bank, Cincinnati	925,205,000	81,308,000	126,612,000	5,828,000	37	1,269
207	Winters National Bank & Trust Co., Dayton	906,051,000	75,114,000	157,761,000	6,741,000	45	N.A.
211	First National Bank, Akron	877,301,000	56,715,000	167,838,000	7,913,000	36	1,090
217	Toledo Trust Co.	843,053,618	82,232,024	186,052,151	4,950,227	42	946
289	Provident Bank, Cincinnati	604,844,000	N.A.	N.A.	N.A.	N.A.	N.A.
	OKLAHOMA						
81	First National Bank & Trust Co., Oklahoma City	2,257,913,325	0	45,553,107	937,426	2	905
109	Liberty National Bank & Trust Co., Oklahoma City	1,704,861,471	66,912,261	49,977,386	1,662,531	1	1,137
156	Bank of Oklahoma NA, Tulsa	1,219,351,000	36,880,000	41,387,000	1,314,000	2	842
175	First National Bank & Trust Co., Tulsa	1,050,425,000	35,537,000	61,373,000	1,456,000	1	839
259	Fidelity Bank NA, Oklahoma City	710,303,000	12,856,000	23,851,000	854,000	0	452
	OREGON						
40	United States National Bank, Portland	4,051,069,000	446,294,000	860,764,000	33,927,000	188	4,740
41	First Interstate Bank of Oregon NA, Portland	3,993,327,000	391,531,000	654,556,000	22,071,000	167	4,110
266	Oregon Bank, Portland	693,275,000	45,741,000	74,880,000	2,863,000	49	984
	PENNSYLVANIA						
15	Mellon Bank NA, Pittsburgh	12,891,198,000	344,874,000	1,008,485,000	75,819,000	118	7,231
32	Pittsburgh National Bank	4,795,893,000	251,040,000	597,384,000	30,667,000	115	3,486
37	Philadelphia National Bank	4,191,780,000	125,722,000	415,041,000	23,432,000	68	4,265
49	First Pennsylvania Bank NA, Philadelphia	3,539,863,000	110,526,000	210,854,000	15,643,000	70	3,600
59	Fidelity Bank, Philadelphia	3,040,337,000	113,091,000	337,529,000	25,877,000	N.A.	N.A.
63	Girard Bank, Philadelphia	2,860,213,000	309,656,000	224,529,000	15,163,000	154	3,351
67	Provident National Bank, Philadelphia	2,762,159,000	94,424,000	200,607,000	25,956,000	70	2,532
75	Equibank, Pittsburgh	2,453,936,000	104,200,000	486,461,000	22,536,000	89	2,110
87	American Bank & Trust Co., Reading	2,102,305,000	81,570,000	423,974,000	21,380,000	83	1,879
95	Continental Bank, Norristown	1,977,840,000	62,389,000	219,972,000	10,455,000	66	1,773
110	Hamilton Bank, Lancaster	1,689,111,000	213,067,000	362,562,000	25,445,000	65	1,513
130	Industrial Valley Bank & Trust Co., Philadelphia	1,467,220,000	34,104,000	174,878,000	8,548,000	49	1,638
143	Union National Bank, Pittsburgh	1,323,055,000	178,498,000	282,423,000	10,034,000	53	1,853

(a)—Negotiable order of withdrawal accounts and savings deposits authorized for automatic transfer. (b)—Includes the total of domestic and foreign branches. (c)—Equivalent number of full-time employees.

Geographic Breakdown of Top 300 Banks

With Selected Time Deposit Breakdowns, Branch & Employee Data

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Rank 12/31/82		December 31, 1982 Deposits	NOW Accounts(a)	6-Mo. Money Market Certificates	All Savers Certificates	Branches(b)	Employees(c)
	PENNSYLVANIA						
167	Dauphin Deposit Bank & Trust Co., Harrisburg	1,107,523,000	98,941,000	188,688,000	7,421,000	49	740
189	Northeastern Bank of Pennsylvania, Wilkes-Barre	974,952,000	48,376,429	200,448,266	7,819,000	25	794
203	Commonwealth National Bank, Harrisburg	924,671,000	98,788,000	184,219,000	6,282,000	47	1,111
205	First National Bank, Allentown	914,818,000	N.A.	N.A.	N.A.	N.A.	N.A.
240	First Eastern Bank NA, Wilkes-Barre	756,942,000	29,955,000	182,487,000	7,268,000	32	876
260	Central Penn National Bank, Philadelphia	708,748,000	21,236,000	79,279,000	5,168,000	35	983
271	Southeast National Bank of Pennsylvania, Malvern	672,083,000	58,082,000	119,570,000	7,964,000	31	774
274	Marine Bank, Warren, Pa	668,128,000	44,461,000	145,451,000	7,291,000	32	649
285	First Seneca Bank, Butler	623,673,000	46,426,000	152,032,000	5,290,000	50	642
290	Merchants National Bank, Allentown	604,527,000	28,241,000	186,380,000	8,004,000	25	568
	PUERTO RICO						
82	Banco Popular de Puerto Rico, San Juan	2,208,174,257	2,260,000	178,545,000	211,000	119	3,478
155	Banco de Ponce	1,224,427,815	9,248,220	132,110,000	0	N.A.	1,667
253	Banco de Santander-Puerto Rico, Hato Rey	726,264,413	1,356,538	61,102,137	0	19	512
263	Banco Central Corp., Hato Rey	698,146,890	2,064,873	20,069,498	0	15	N.A.
	RHODE ISLAND						
57	Fleet National Bank, Providence	3,058,274,000	89,287,000	342,572,000	17,075,000	46	2,026
127	Old Stone Bank, Providence	1,482,677,000	79,878,000	343,597,000	21,169,000	33	1,157
147	Rhode Island Hospital Trust Nat'l Bk, Providence	1,286,574,000	78,026,000	205,428,000	12,025,000	36	1,800
	SOUTH CAROLINA						
131	South Carolina National Bank, Columbia	1,465,536,000	112,329,000	206,311,000	7,037,000	N.A.	2,546
146	Citizens & Southern National Bank, Charleston	1,292,287,568	120,803,291	152,317,874	12,395,293	111	2,245
168	Bankers Trust of South Carolina, Columbia	1,093,619,000	81,018,000	199,498,000	7,896,000	111	2,483
186	First National Bank, Columbia	1,001,259,000	156,734,000	132,257,000	6,701,000	95	1,560
239	Southern Bank & Trust Co., Greenville	761,209,000	52,930,000	112,635,000	6,379,000	90	1,154
	SOUTH DAKOTA						
132	Citibank (South Dakota) NA, Sioux Falls	1,456,246,000	2,498,000	0	0	1	782
	TENNESSEE						
138	First Tennessee Bank NA, Memphis	1,375,211,000	101,178,000	255,061,000	7,734,000	27	1,584
150	Third National Bank, Nashville	1,254,878,000	104,615,000	226,248,000	7,054,000	31	N.A.
157	First American Bank of Nashville NA	1,196,441,000	70,068,000	257,545,000	6,502,000	28	1,327
172	Commerce Union Bank, Nashville	1,083,465,255	72,616,076	247,145,153	7,769,142	29	1,251
190	Union Planters National Bank, Memphis	969,340,000	117,023,000	209,302,000	7,705,000	32	1,359
282	American National Bank & Trust Co., Chattanooga	631,654,919	45,260,493	116,517,561	3,972,239	25	875
288	National Bank of Commerce, Memphis	608,729,000	43,675,000	138,384,000	4,162,000	20	760
300	United American Bank, Knoxville	590,861,237	N.A.	N.A.	N.A.	N.A.	N.A.
	TEXAS						
20	First City National Bank, Houston	7,908,839,000	109,737,000	98,591,000	1,834,000	3	2,930
21	InterFirst Bank Dallas NA	7,886,254,000	102,424,000	66,144,000	2,623,000	3	2,253
22	RepublicBank Dallas NA	7,878,961,000	91,056,000	109,322,000	3,326,000	9	3,556
25	Texas Commerce Bank NA, Houston	6,834,611,000	84,441,000	87,764,000	2,156,000	2	2,587
54	Mercantile National Bank, Dallas	3,284,189,000	55,030,000	86,682,000	1,494,000	1	1,637
73	Bank of the Southwest NA, Houston	2,516,581,000	61,556,000	61,850,000	1,472,000	0	923
103	Allied Bank of Texas, Houston	1,859,232,000	16,149,000	29,749,000	947,000	0	799
118	Texas American Bank/Fort Worth NA	1,597,033,000	53,076,000	120,571,000	2,457,000	1	1,037
135	First National Bank, Midland	1,413,283,167	185,088,937	48,122,265	2,114,771	0	995
152	RepublicBank Houston NA	1,238,440,396	N.A.	N.A.	N.A.	N.A.	N.A.
154	Frost National Bank, San Antonio	1,227,393,389	73,092,778	137,410,977	1,834,531	0	1,215
173	First National Bank, Fort Worth	1,082,431,809	67,663,029	79,922,691	1,764,031	1	639
179	InterFirst Bank Houston NA	1,045,249,000	12,276,000	18,560,000	700,000	1	535
209	InterFirst Bank Austin NA	901,667,000	59,830,000	96,284,000	1,448,000	0	675
218	National Bank of Commerce, San Antonio	836,935,987	48,133,281	81,799,393	1,377,064	0	N.A.
231	Capital Bank NA, Houston	783,881,000	9,406,000	14,362,000	865,000	1	455
235	First City Bank, Dallas	776,431,067	17,748,193	20,265,505	451,376	1	510
249	BancTexas Dallas NA	732,779,000	7,937,000	16,258,000	313,000	1	248
251	Texas Commerce Bank-Austin NA	730,458,238	27,851,000	50,201,000	2,235,000	1	558
254	First National Bank, Amarillo	725,503,659	49,854,810	89,912,895	1,909,087	0	481
262	Laredo National Bank	698,590,339	33,871,000	109,311,000	2,049,000	0	305
287	Continental National Bank, Fort Worth	618,267,893	19,375,458	35,372,574	907,158	1	295
291	El Paso National Bank	603,684,425	17,749,286	70,540,229	1,311,167	0	486
295	State National Bank, El Paso	599,370,000	26,236,000	81,653,000	1,657,000	0	747
	UTAH						
100	First Security Bank of Utah NA, Ogden	1,889,545,000	401,966,000	338,525,000	7,017,000	78	2,334
115	Zions First National Bank, Salt Lake City	1,634,507,000	74,960,000	251,229,000	5,425,000	63	1,191
263	First Interstate Bank of Utah NA, Salt Lake City	700,513,931	57,106,752	131,831,118	2,314,820	37	826
	VIRGINIA						
50	United Virginia Bank, Richmond	3,518,611,000	340,445,000	633,444,000	48,319,000	188	4,805
56	Virginia National Bank, Norfolk	3,112,906,000	242,585,000	593,302,000	23,287,000	196	4,518
71	Bank of Virginia, Richmond	2,581,550,000	203,557,000	402,790	14,368,000	121	2,737
83	First & Merchants National Bank, Richmond	2,193,881,000	183,512,000	373,517,000	19,976,000	114	3,389
145	First National Exchange Bank, Roanoke	1,293,329,889	83,742,000	312,948,000	14,132,000	40	1,009
198	First American Bank of Virginia, McLean	938,885,000	65,470,000	146,423,000	14,831,000	45	1,191
236	First Virginia Bank, Falls Church	773,683,916	140,944,269	120,741,752	15,647,000	64	1,202
257	Central Fidelity Bank NA, Lynchburg	712,651,000	50,879,000	164,264,000	7,452,000	34	649
273	Central Fidelity Bank NA, Richmond	670,740,000	49,009,000	115,602,000	5,545,000	44	826
	WASHINGTON						
19	Seattle-First National Bank	8,215,778,000	368,441,000	828,477,000	47,455,000	178	7,773
36	Rainier National Bank, Seattle	4,261,718,000	279,562,000	708,002,000	21,491,000	153	4,626
92	First Interstate Bank of Washington NA, Seattle	2,037,411,890	133,139,706	488,126,046	16,572,738	86	1,968
125	Peoples National Bank of Washington NA, Seattle	1,494,494,000	148,890,000	261,089,000	13,705,000	91	2,047
171	Old National Bank, Spokane	1,084,920,016	182,894,000	240,791,000	9,162,000	74	1,395
213	Puget Sound National Bank, Tacoma	872,674,000	54,037,000	199,051,000	6,539,000	54	1,259
	WISCONSIN						
78	First Wisconsin National Bank, Milwaukee	2,371,073,000	94,992,000	264,583,000	19,675,000	17	2,668
223	Marine Bank NA, Milwaukee	815,075,000	30,505,000	51,210,000	3,925,000	7	665
230	M & I Marshall & Ilsley Bank, Milwaukee	778,307,000	28,961,000	5,703,000	2,629,000	3	1,261

(a)—Negotiable order of withdrawal accounts and savings deposits authorized for automatic transfer. (b)—Includes the total of domestic and foreign branches. (c)—Equivalent number of full-time employees.

Banks with Assets of $1 Billion or More

December 31, 1982, Compared with December 31, 1981

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Commercial Banks

Asset Rank 12/31/82-		12/31/82(a) $	12/31/81(a) $	1981 Rank Gain
1	Bank of America NT & SA, San Francisco	$118,875,920,000	118,657,680,000	1
2	Citibank NA, New York	111,111,000,000	104,795,948,000	2
3	Chase Manhattan Bank NA, New York	79,118,264,000	76,837,507,000	3
4	Manufacturers Hanover Tr. Co., N.Y.	58,989,414,000	54,482,902,000	4
5	Morgan Guaranty Trust Co., New York	57,296,010,000	53,115,629,000	5
6	Chemical Bank, New York	47,072,376,000	44,388,560,000	7 + 1
7	Continental Illinois NB&T Co., Chicago	41,299,872,000	45,145,917,000	6
8	Bankers Trust Co., New York	39,717,967,000	33,000,666,000	8
9	First National Bank, Chicago	34,548,152,000	32,546,405,000	9
10	Security Pacific National Bank, Los Angeles	33,759,023,512	30,463,175,391	10
11	Crocker National Bank, San Francisco	24,433,380,000	22,288,699,000	11
12	Wells Fargo Bank NA, San Francisco	22,116,214,000	20,858,412,000	12
13	First Interstate Bank of Calif., Los Angeles	21,313,945,000	20,048,194,000	13
14	Mellon Bank NA, Pittsburgh	20,532,360,000	17,775,899,000	15 + 1
15	Marine Midland Bank NA, Buffalo, N.Y.	20,045,473,000	18,580,463,000	14
16	Irving Trust Co., New York	17,606,873,000	16,319,367,000	16
17	First National Bank, Boston	16,512,755,000	14,973,781,000	17
18	Bank of New York	12,620,614,000	11,410,866,460	18
19	InterFirst Bank Dallas NA	12,036,026,000	10,900,684,000	19
20	RepublicBank Dallas NA	11,554,657,000	10,105,074,000	22 + 2
21	National Bank of Detroit	10,861,103,000	10,703,415,000	20
22	Texas Commerce Bank NA, Houston	10,158,439,000	8,611,626,000	24 + 2
23	First City National Bank, Houston	9,921,239,000	9,212,122,000	23
24	Seattle-First National Bank	9,841,143,000	10,491,860,000	21
25	Republic National Bank, New York	8,927,406,000	7,263,497,877	26 + 1
26	NCNB National Bank of N.C., Charlotte	8,330,341,000	7,201,810,000	27 + 1
27	Union Bank, Los Angeles	7,545,283,000	6,895,365,000	28 + 1
28	Pittsburgh National Bank	7,338,852,000	6,788,717,784	29 + 1
29	Valley National Bank, Phoenix	7,150,610,000	6,136,387,000	33 + 4
30	Southeast Bank NA, Miami	7,010,433,000	6,255,471,000	30
31	Harris Trust & Savings Bank, Chicago	6,879,696,000	7,402,907,000	25
32	National Bank of North America, New York	6,826,440,000	5,969,291,000	34 + 2
33	Wachovia Bk & Tr Co. NA, Winston-Salem, N.C.	6,757,290,370	6,165,377,432	32
34	First Union National Bank, Charlotte, N.C.	6,060,598,000	5,189,410,000	38 + 4
35	Philadelphia National Bank	5,909,596,000	5,935,513,000	35
36	Northern Trust Co., Chicago	5,886,017,000	6,194,516,000	31
37	AmeriTrust Co., Cleveland	5,747,592,000	5,099,041,000	40 + 3
38	BancOhio National Bank, Columbus	5,591,045,000	5,294,300,000	37
39	Rainier National Bank, Seattle	5,547,918,000	5,622,900,000	36
40	First National Bank, Minneapolis	5,538,760,000	4,612,549,000	45 + 5
41	Comerica Bank-Detroit	5,489,742,000	4,874,214,000	43 + 2
42	Citizens & Southern National Bank, Atlanta	5,475,882,000	4,415,823,000	48 + 6
43	European American Bank & Trust Co., New York	5,421,036,000	4,544,817,000	47 + 4
44	First Pennsylvania Bank NA, Philadelphia	5,387,416,000	5,159,919,000	39
45	First Interstate Bank of Oregon NA, Portland	5,184,928,000	4,887,247,000	42
46	United States National Bank, Portland, Ore.	4,948,199,000	5,009,041,000	41
47	Mercantile National Bank, Dallas	4,943,228,000	4,081,667,000	52 + 5
48	Northwestern National Bank, Minneapolis	4,919,876,000	4,756,341,000	44
49	Connecticut Bank & Trust Co. NA, Hartford	4,839,434,000	905,111,000	...
50	United Virgina Bank, Richmond	4,816,271,000	3,916,303,000	56 + 6
51	Manufacturers National Bank, Detroit	4,537,482,000	4,558,682,000	46
52	First Interstate Bank of Arizona NA, Phoenix	4,508,747,000	4,113,954,000	51
53	National City Bank, Cleveland	4,485,705,000	3,895,666,000	57 + 4
54	Girard Bank, Philadelphia	4,416,632,000	4,293,227,000	49
55	Maryland National Bank, Baltimore	4,352,640,000	4,134,859,000	50
56	California First Bank, San Francisco	4,156,440,000	4,061,795,000	53
57	Bank of Tokyo Trust Co., New York	4,135,001,060	3,972,884,826	54
58	Mercantile Trust Co. NA, St. Louis	4,125,433,000	3,604,451,000	61 + 3
59	Connecticut National Bank, Hartford	4,084,201,000	2,779,853,000	77 +18
60	Fidelity Bank, Philadelphia	4,041,170,000	3,576,167,000	82 + 2
61	First National Bank, Atlanta	4,018,452,000	3,067,755,000	71 +10
62	Fleet National Bank, Providence, R.I.	3,983,808,000	3,789,617,000	59
63	Bank of California NA, San Francisco	3,908,865,000	3,923,501,000	55
64	Huntington National Bank, Columbus, Ohio	3,838,425,000	3,170,225,000	69 + 5
65	Lincoln First Bank NA, Rochester, N.Y.	3,837,803,000	3,494,229,000	63
66	Virginia National Bank, Norfolk	3,810,314,000	3,166,278,000	70 + 4
67	Provident National Bank, Philadelphia	3,761,878,000	3,210,350,000	67
68	Bank of New England NA, Boston	3,746,972,000	3,318,564,288	66
69	Riggs National Bank, Washington, D.C.	3,707,089,000	3,661,210,000	60
70	First National Bank, St. Paul, Minn.	3,630,075,000	3,206,300,000	68
71	First Wisconsin National Bank, Milwaukee	3,466,227,000	3,424,848,000	64
72	State Street Bank & Trust Co., Boston	3,442,388,000	2,958,643,000	73 + 1
73	Centerre Bank NA, St. Louis	3,403,781,000	3,800,976,000	58
74	American Security Bank NA, Washington, D.C.	3,399,157,000	2,993,792,000	72
75	Bank of Virginia, Richmond	3,232,940,000	2,586,717,564	85 +10
76	American National Bank & Trust Co., Boston	3,208,523,000	2,911,480,000	75
77	First National Bank, Baltimore	3,181,332,000	2,741,067,000	80 + 3
78	Equibank, Pittsburgh	3,167,402,000	2,938,159,000	74
79	Fidelity Union Bank, Newark	3,087,475,640	1,391,005,332	158 +79
80	Israel Discount Bank of New York	3,078,782,000	2,375,306,224	92 +12
81	Shawmut Bank of Boston NA	3,065,312,000	2,774,779,000	78
82	First National Bank & Trust Co., Oklahoma City	3,023,787,431	2,745,699,919	79
83	Bank of the Southwest NA, Houston	3,003,710,000	2,538,818,000	86 + 3
84	American Fletcher National B&T Co., Indianapolis	2,922,957,000	2,837,786,000	76
85	Trust Company Bank, Atlanta	2,886,994,000	2,178,732,000	103 +18
86	Bank of Hawaii, Honolulu	2,876,154,000	2,702,960,000	82
87	Citibank (South Dakota) NA, Sioux Falls	2,834,504,000	2,456,760,000	89 + 2
88	First National Bank, Louisville, Ky.	2,814,753,257	2,642,623,000	84
89	Bank Leumi Trust Co., New York	2,798,234,878	2,343,826,531	93 + 4
90	First & Merchants National Bank, Richmond	2,749,938,000	2,526,704,000	87
91	Banco Popular de Puerto Rico, San Juan	2,722,853,403	2,684,153,230	83
92	First National State Bank of N.J., Newark	2,694,225,000	2,282,854,000	98 + 6
93	Indiana National Bank, Indianapolis	2,660,225,000	2,507,178,000	88
94	Central Bank of the South, Birmingham, Ala.	2,597,347,427	2,218,312,745	100 + 6
95	Citibank (New York State), Buffalo	2,591,314,000	2,104,540,000	107 +12
96	Lloyds Bank California, Los Angeles	2,530,934,000	2,740,784,476	81
97	Atlantic National Bank of Florida, Jacksonville	2,516,694,000	2,306,693,000	94
98	American Bank & Trust Co., Reading, Pa.	2,463,814,000	2,047,318,000	109 +11
99	First Interstate Bank of Washington NA, Seattle	2,455,414,000	1,774,956,288	125 +26
100	Allied Bank of Texas, Houston	2,447,644,000	1,856,508,554	123 +23
101	Hamilton Bank, Lancaster, Pa.	2,415,134,000	2,137,359,000	106 + 5
102	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	2,412,381,000	2,289,640,000	95
103	Midlantic National Bank, Newark, N.J.	2,399,582,000	2,261,931,000	99
104	First Security Bank of Utah NA, Ogden	2,379,562,000	2,155,533,000	104
105	Texas American Bank/Fort Worth NA	2,362,876,000	2,144,426,000	105
106	First Interstate Bank of Nevada NA, Reno	2,353,278,000	1,965,528,000	116 +10
107	IntraWest Bank of Denver NA	2,346,410,000	2,203,676,000	111 + 4
108	Arizona Bank, Phoenix	2,337,055,255	2,077,357,838	108
109	United Bank of Denver NA	2,336,846,000	2,285,486,000	96
110	Continental Bank, Norristown, Pa.	2,300,136,000	2,043,722,000	110
111	Equitable Bank NA, Baltimore	2,255,393,000	1,966,066,000	115 + 4
112	Central National Bank, Cleveland	2,250,907,000	2,380,803,000	91
113	United States Trust Co., New York	2,242,853,597	2,197,188,674	101
114	Liberty National Bank & Trust Co., Oklahoma City	2,236,259,591	2,180,978,139	102
115	Society National Bank, Cleveland	2,208,299,000	2,415,127,861	90
116	Idaho First National Bank, Boise	2,208,061,000	1,965,053,000	117 + 1
117	J. Henry Schroder Bank & Trust Co., New York	2,193,390,000	2,263,176,000	97
118	First National Bank, Birmingham, Ala.	2,165,726,000	1,924,600,000	120 + 2
119	First Hawaiian Bank, Honolulu	2,165,715,000	1,940,650,000	119
120	Sumitomo Bank of California, San Francisco	2,114,609,835	1,986,725,863	112
121	Northwestern Bank, North Wilkesboro, N.C.	2,105,948,000	1,972,575,427	114
122	Deposit Guaranty National Bank, Jackson, Miss.	2,071,499,000	1,844,335,000	124 + 2
123	Suburban Bank, Bethesda, Md.	2,060,236,532	1,563,114,348	142 +19
124	Whitney National Bank, New Orleans, La.	2,048,108,883	1,976,876,000	113
125	First Tennessee Bank NA, Memphis	2,029,378,000	1,949,837,000	118
126	South Carolina National Bank, Columbia	2,007,771,000	1,734,947,000	129 + 3
127	Zions First National Bank, Salt Lake City	1,972,568,000	1,770,850,000	127
128	United Jersey Bank, Hackensack, N.J.	1,966,218,000	1,771,906,000	126
129	Peoples National Bank of Washington, Seattle	1,966,123,000	1,696,630,000	133 + 4
130	Michigan National Bank, Lansing	1,865,399,000	1,900,774,000	122
131	City National Bank, Beverly Hills	1,860,914,000	1,649,448,000	135 + 4
132	Merchants National Bank & Trust Co., Indianapolis	1,860,138,000	1,722,968,203	130
133	Industrial Valley Bank & Trust Co., Philadelphia	1,841,597,000	1,717,793,000	132
134	Old Stone Bank, Providence, R.I.	1,832,684,000	1,682,541,000	134
135	Manufacturers & Traders Trust Co., Buffalo, N.Y.	1,808,984,000	1,758,369,353	128
136	First National Bank, Midland, Tex.	1,800,482,498	1,642,751,369	136
137	Rhode Island Hospital Trust Nat'l Bank, Providence	1,743,663,000	1,918,733,000	121
138	United Missouri Bank of Kansas City NA	1,741,326,000	1,446,555,000	152 +14
139	Sun Bank NA, Miami	1,723,406,000	1,258,967,000	174 +35
140	First National Exchange Bank, Roanoke, Va.	1,707,894,000	1,370,381,000	160 +20
141	Wilmington Trust Co., Del.	1,697,867,000	1,624,332,000	137
142	Fuji Bank & Trust Co., New York	1,696,620,558	1,571,252,747	141
143	Barnett Bank of South Florida NA, Miami	1,675,423,000	1,427,837,000	155 +12
144	Third National Bank, Nashville	1,667,311,000	1,553,282,000	143
145	First National Bank, Cincinnati	1,665,817,000	1,580,153,000	140
146	Morgan Bank (Delaware), Wilmington	1,654,870,000	351,304,000	...
147	First-Citizens Bank & Trust Co., Raleigh, N.C.	1,652,582,343	1,514,545,697	148 + 1
148	Heritage Bank NA, Jamesburg, N.J.	1,643,109,000	886,560,000	...
149	Union Trust Co., Baltimore	1,628,980,000	1,450,190,000	151 + 2
150	Exchange Bank & Trust Co. of Florida, Tampa	1,622,270,000	759,467,000	...
151	Michigan National Bank, Detroit	1,614,087,000	1,719,891,000	131
152	Citizens & Southern National Bank, Charleston, S.C.	1,603,633,563	1,216,611,000	183 +31
153	First American Bank of Nashville NA	1,602,921,000	1,523,701,000	146
154	RepublicBank Houston NA	1,596,428,938	1,525,974,960	145
155	Central Trust Co. NA, Cincinnati	1,593,534,000	1,259,545,000	173 +18
156	Bank One of Columbus NA, Ohio	1,591,907,147	1,436,545,000	154
157	First National Bank of Fort Worth, Tex.	1,579,365,425	1,613,223,049	138
158	InterFirst Bank Houston NA	1,576,946,000	1,321,473,000	169 +11
159	First Security Bank of Idaho NA, Boise	1,567,369,000	1,526,965,492	144
160	Old Kent Bank & Trust Co., Grand Rapids, Mich.	1,560,719,000	1,522,896,000	147
161	Frost National Bank, San Antonio, Tex.	1,546,447,313	1,405,081,515	157
162	Savings Banks Trust Co., New York	1,542,683,000	1,588,790,000	139
163	Fifth Third Bank, Cincinnati	1,538,806,000	1,352,627,012	165 + 2
164	Mitsui Manufacturers Bank, Los Angeles	1,534,416,000	1,469,986,000	149
165	Imperial Bank, Los Angeles	1,519,001,980	1,334,559,000	168 + 3
166	Commerce Bank of Kansas City NA, Mo.	1,518,850,000	1,222,058,000	182 +16
167	Bank of Oklahoma NA, Tulsa	1,510,681,000	1,459,220,000	150
168	Barclays Bank of New York NA	1,504,208,000	327,038,000	...
169	Union National Bank, Pittsburgh	1,493,860,000	1,341,779,000	167
170	M & I Marshall & Ilsley Bank, Milwaukee	1,491,177,000	1,343,168,000	166
171	Union Planters National Bank, Memphis	1,481,221,000	1,355,680,897	164
172	Commerce Union Bank, Nashville	1,464,546,371	1,443,012,405	153
173	SouthTrust Bank of Alabama NA, Birmingham	1,460,364,000	1,256,667,355	175 + 2
174	Liberty National Bank & Trust Co. of Louisville, Ky.	1,441,928,000	1,072,258,000	203 +29
175	First National Bank, Jackson, Miss.	1,439,728,616	1,427,003,000	156
176	Industrial Bank of Japan Trust Co., New York	1,439,725,000	1,264,143,000	172
177	Colorado National Bank, Denver	1,421,421,000	1,207,277,743	186 + 9
178	Bankers Trust of South Carolina, Columbia	1,408,230,000	1,228,019,150	180 + 2
179	Banco de Ponce, P.R.	1,394,267,913	1,376,478,956	159
180	Union Trust Co., Stamford, Conn.	1,389,341,000	1,252,641,000	176
181	Branch Banking & Trust Co., Wilson, N.C.	1,367,071,000	1,116,685,000	193 +12
182	First National Bank of Florida, Tampa	1,362,197,000	1,222,998,000	181
183	New Jersey National Bank, Trenton	1,359,014,000	1,238,349,000	177
184	BayBank Middlesex, Burlington, Mass.	1,347,762,581	1,206,548,659	187 + 3
185	First National Bank of Commerce, New Orleans	1,345,780,000	1,233,411,000	178
186	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	1,344,898,000	825,518,757	...
187	F&M Marquette National Bank, Minneapolis	1,339,697,000	358,000,000	...
188	Hibernia National Bank, New Orleans	1,313,091,000	1,187,771,000	188
189	Old National Bank, Spokane, Wash.	1,303,787,000	1,368,701,000	162
190	Huntington Bank of Northeast Ohio, Cleveland	1,302,737,730	1,368,319,000	163
191	First National Bank of South Carolina, Columbia	1,289,438,000	1,070,280,785	204 +13
192	First National Bank & Trust Co., Tulsa, Okla.	1,281,106,000	1,294,723,000	170
193	National Community Bank of N.J., Rutherford	1,278,588,813	1,167,747,000	190
194	Amalgamated Bank, New York	1,268,891,000	1,287,459,000	171
195	Commonwealth National Bank, Harrisburg, Pa.	1,264,297,000	1,107,978,000	195
196	New Jersey Bank NA, West Paterson	1,262,818,000	1,101,472,000	196
197	Key Bank NA, Albany, N.Y.	1,257,578,000	1,180,101,000	189
198	UBAF Arab American Bank, New York	1,253,339,000	1,087,592,000	199 + 1
199	LaSalle National Bank, Chicago	1,249,785,000	1,369,981,000	161
200	Boatmen's National Bank of St. Louis	1,247,356,000	1,160,738,000	191
201	Colonial Bank, Waterbury, Conn.	1,242,576,000	1,231,786,137	179
202	InterFirst Bank Austin NA, Tex.	1,239,277,000	1,007,425,916	209 + 7
203	Long Island Trust Co. NA, Garden City, N.Y.	1,238,171,000	1,073,119,000	202
204	Bank of the South, Atlanta	1,223,272,000	1,127,924,000	192
205	First National Bank, Kansas City, Mo.	1,215,743,000	1,212,074,000	185
206	Toledo Trust Co., Ohio	1,211,018,360	1,017,704,000	208 + 2
207	Iowa-Des Moines National Bank	1,203,030,000	1,108,146,000	194
208	Winters National Bank & Trust Co., Dayton, Ohio	1,167,258,000	1,216,521,000	184
209	NCNB National Bank of Florida, Boca Raton	1,160,473,013	591,028,000	...
210	Albuquerque National Bank, N.M.	1,159,878,653	1,039,545,382	207
211	Marine Bank NA, Milwaukee	1,153,714,000	868,004,000	...
212	Bank of the West, San Francisco	1,139,144,000	930,624,000	...
213	First National Bank of New Jersey, Totowa	1,124,054,000	957,602,000	...
214	First American Bank of Virginia, McLean	1,107,755,000	960,572,470	...
215	Florida National Bank, Jacksonville	1,090,651,000	662,502,000	...
216	Fourth National Bank & Trust Co., Wichita, Kan.	1,087,190,000	1,058,528,000	206
217	Exchange National Bank, Chicago	1,082,606,000	574,431,443	...
218	National Bank of Washington, D.C.	1,082,355,000	1,081,692,187	200
219	Capital Bank NA, Houston	1,078,841,000	921,543,000	...
220	First Jersey National Bank, Jersey City	1,077,196,000	934,572,303	...
221	Golden State Sanwa Bank, San Francisco	1,076,527,000	853,119,000	...
222	United Bank of Arizona, Phoenix	1,075,031,000	842,085,000	...
223	Northeastern Bank of Pennsylvania, Wilkes-Barre	1,072,870,000	881,616,000	...
224	Central Bank of Denver	1,071,438,000	915,479,000	...
225	Omaha National Bank, Neb.	1,065,133,000	1,075,115,107	201
226	First National Bank, Allentown, Pa.	1,062,922,000	979,875,000	...
227	State Bank of Albany, N.Y.	1,057,774,000	927,945,000	...
228	Citizens Commercial & Savings Bank, Flint, Mich.	1,047,608,526	1,060,762,076	205
229	National State Bank, Elizabeth, N.J.	1,040,694,024	906,097,799	...
230	National Bank of Commerce, San Antonio, Tex.	1,040,502,077	962,439,786	...
231	First National Bank, Akron, Ohio	1,037,953,000	970,498,578	...
232	Banco Central Corp., Hato Rey, P.R.	1,006,832,435	1,088,250,054	198
233	Puget Sound National Bank, Tacoma, Wash.	1,000,480,000	888,291,000	...

(a)—Data may not be comparable because of mergers, acquisitions, etc. In addition, American Banker requested "Call Report" figures in 1982. The 1981 figures are as reported in 1982 and have not been restated.

Comparison of Largest Banks' Deposit Totals*

By Groups, as of December 31, 1982, Compared with Previous Year-Ends

U.S Commercial Banks	Dec. 31, 1982 $	Dec. 31, 1981 $	Dec. 31, 1980 $	Dec. 31, 1975 $	Dec. 31, 1970 $	Dec. 31, 1965 $	Dec. 31, 1960 $
10 Largest	449,199,134,980	440,038,570,827	420,907,391,000	256,052,629,037	126,195,417,703	75,405V204,346	49,173,769,333
25 Largest	614,989,305,221	594,215,337,354	565,575,179,816	340,247,013,573	176,216,290,596	107,255,073,084	71,241,698,946
50 Largest	723,430,878,373	695,320,549,475	659,490,311,939	399,981,699,789	213,986,458,681	132,296,637,137	88,649,759,680
100 Largest	848,774,226,933	806,396,370,901	759,730,492,039	461,006,495,233	255,693,371,152	160,782,537,295	109,023,761,534
200 Largest	978,245,356,949	923,139,159,002	864,298,820,563	528,354,528,436	300,370,439,821	191,534,427,136	130,037,888,596
300 Largest	1,051,921,414,315	988,678,920,146	923,193,028,707	566,136,238,170	324,308,997,030	208,192,428,631	141,752,257,163
All Other Commercials	665,000,000,000[1]	616,017,718,411	560,244,871,432	352,998,401,769	204,973,915,688	131,970,379,501	90,927,532,999
All Commercials	1,716,921,414,315[1]	1,604,696,638,557	1,483,437,890,139	919,134,639,939	529,282,912,718	340,162,808,132	232,679,790,162
All Savings Banks	154,900,000,000[1]	155,100,000,000	154,200,000,000	109,900,000,000	71,580,000,000	52,476,000,000	36,424,104,000
All U.S. Banks	**1,871,821,414,315[1]**	**1,759,796,638,557**	**1,637,637,890,139**	**1,029,034,639,939**	**600,862,912,718**	**392,638,808,132**	**269,103,894,162**
Number of Banks(a).	**15,211[2]**	**15,031**	**15,155**	**15,109**	**14,180**	**14,309**	**13,999**

*Data for commercial banks compiled by American Banker in conjunction with R.L. Polk & Co. from bank statements and replies to questionnaire. Data for mutual savings banks from National Association of Mutual Savings Banks. Total deposits for commercial banks differ from figures compiled and published by the Federal Reserve Board which are based on call report data. Some of the reasons for the differences are that the F.R. excludes deposits in overseas branches as well as deposits accumulated for a payment of personal loans.

(a)—Includes U.S. chartered commercial banks, stock and mutual savings banks and nondeposit trust companies. Excludes U.S. branches and agencies of foreign banks and Edge Act Corporations engaged in banking.
1—Estimated. 2—Includes an estimated 14,787 commercial banks, stock savings banks and nondeposit trust companies and 424 savings banks.

1982 Mergers by Top 300 Banks

NEW YORK — Fifty-nine of 300 largest commercial banks in the U.S. acquired other banks in 1982, either by merger or by purchase of all their assets. This compared with 47 banks that made such acquisitions during 1981.

Included in this total are the acquisitions of two savings banks: Fidelity Mutual Savings Bank, Spokane, by First Interstate Bank of Washington NA, Seattle, and Farmers & Mechanics Savings Bank, Minneapolis, by F&M Marquette National Bank, Minneapolis.

The number of acquisitions excludes mergers involving "interim" banks which are set up solely for the purpose of expediting the formation of holding companies or other organizational changes that existing banks wish to make.

The complete list of such actions by the top 300 banks is given below. The number to the left of each item is the December 31, 1982, rank of the continuing bank.

The list also gives changes of name or location of head office as well as mergers and acquisitions of existing banks by new banks set up solely for that purpose, which took place among the 300 largest banks last year.

2—Citibank NA, New York, purchased the assets and assumed the liabilities of Banco Regional, Bayamon, P.R., June 12.
21—InterFirst Bank Dallas NA, changed its name from First National Bank in Dallas, June 30.
26—NCNB National Bank, Charlotte, N.C., changed its name from North Carolina National Bank, Charlotte, Jan. 4, 1983, and merged Bank of North Carolina NA, Jacksonville, Dec. 22.
32—Pittsburgh National Bank, merged County Trust Co., Somerset, Dec. 10.
35—Comerica Bank-Detroit, changed its name from Detroit Bank & Trust Co., Nov. 15.
38—AmeriTrust Co., Cleveland, merged AmeriTrust Co. of Northeastern Ohio NA, Ashtabula; AmeriTrust Co. of Stark County, Canton; and AmeriTrust Co. of Jefferson County, Steubenville, Feb. 12., and merged AmeriTrust Co. of Toledo (New), Sept. 27.
42—Citizens & Southern National Bank, Atlanta, merged Citizens & Southern Bank, Warner Robbins, May 31 and merged Citizens & Southern Bank, Dalton; Citizens & Southern Bank, Hartwell; Citizens & Southern National Bank, Thomasville; Citizens & Southern Bank, Jackson; and Citizens & Southern Bank, Moultrie, Oct. 31.
43—First Union National Bank, Charlotte, N.C., changed its name from First Union National Bank of North Carolina, in April.
44—Connecticut Bank & Trust Co., Hartford, and State National Bank of Connecticut, Bridgeport, merged under the latter's charter with a new name and location: Connecticut Bank & Trust Co. NA, Hartford, Dec. 31. Orange National Bank, merged into the former Connecticut Bank & Trust Co. on Sept. 13.
50—United Virginia Bank, Richmond, merged Citizens National Bank, New Market and First National Bank, Fieldale, Nov. 1.
53—Connecticut National Bank, Bridgeport, and Hartford National Bank & Trust Co., merged under the latter's charter with a new title: Connecticut National Bank, Hartford, Oct. 30.
56—Virginia National Bank, Norfolk, merged five banks: South Boston Bank & Trust Co., June 14; First State Bank, Wise, Aug. 9; First City Bank, Newport News, and Northern Virginia Bank, Springfield, Aug. 16; and First National Bank, Fries, Oct. 25.
57—Fleet National Bank, Providence, R.I., changed its name from Industrial National Bank of Rhode Island, Sept. 7.
61—Bank of New England NA, Boston, changed its name from New England Merchants National Bank, May 1.
62—Huntington National Bank, Columbus, Ohio, merged Reeves Banking & Trust Co., Dover, March 18.
70—National City Bank, Cleveland, merged National City Bank of Lake County, Mentor, April 25.
74—Fidelity Union Bank, Newark, N.J., merged Fidelity Union Bank NA, Garden State, Paramus, and Fidelity Union Bank NA, Red Bank, April 1.
86—Centerre Bank NA, St. Louis, changed its name from First National Bank in St. Louis, Jan. 4.
87—American Bank & Trust Co., Reading, Pa., merged National Bank & Trust Co., Kennett Square, March 29 and Valley Trust Co. of Palmrya, Nov. 30.
92—First Interstate Bank of Washington NA, Seattle, merged Fidelity Mutual Savings Bank, Spokane, March 15.
93—Atlantic National Bank of Jacksonville, Fla., merged Bank of Brevard, Rockledge, April 1 and Imperial Bank of Lakeland, May 1.
94—Central Bank of the South, Birmingham, Ala., purchased the assets and assumed the liabilities of Central Bank of Mobile NA, June 30.
95—Continental Bank, Norristown, Pa., merged Lincoln Bank, Bala Cynwyd, June 25.
101—Equitable Bank NA, Baltimore, changed its name from Equitable Trust Co., baltimore, when it merged Columbia Bank & Trust, Columbia, July 1.
112—IntraWest Bank of Denver NA, changed its name from First National Bank, Oct. 1.
116—Society National Bank, Cleveland, merged Second National Bank, Ravenna, Sept. 20.
117—Suburban Bank, Bethesda, Md., changed location from Hyattsville, in March.
118—Texas American Bank/Fort Worth NA, changed its name from Fort Worth National Bank, Oct. 1.
124—First National Bank, Birmingham, Ala., merged Citizens Bank & Trust Co., Alabaster, Aug. 6.
125—Peoples National Bank of Washington, Seattle, purchased the assets and assumed the liabilities of Jefferson National Bank, Port Townsend, June 25.
131—South Carolina National Bank, Columbia, merged First Carolina Bank, Beaufort, June 1.
136—Heritage Bank NA, Jamesburg, N.J., changed its location from Cherry Hill, when it merged Heritage Bank-North, Monroe Township, June 1.
137—Deposit Guaranty National Bank, Jackson, Miss, merged Attala Bank, Kosciusko, July 30.
140—Sun Bank NA, Orlando, Fla., merged Sun First National Bank of Brevard County, Melbourne, and Sun First National Bank of Lake County, Leesburg, Dec. 17.
145—First National Exchange Bank of Virginia, Roanoke, merged First National Bank, Galex, April 21, and merged Southwest Virginia National Bank, Bluefield, June 16.
146—Citizens & Southern National Bank of South Carolina, Charleston, merged Bank of Williston, April 8, and Carolina National Bank, Easley, Dec. 31.
153—Barclays Bank of New York and Bankers Trust Co. of Hudson Valley NA, Pougkeepsie, N.Y., merged under the latter's charter, with a new title and location: Barclays Bank of New York NA, Nov. 1.
158—Union Trust Co. of Maryland, Baltimore, purchased the assets and assumed the liabilities of two branches of First American Bank of Maryland, Silver Spring, Jan. 25.
164—Exchange Bank & Trust Co. of Florida NA, Tampa, changed its name from Exchange Bank & Trust Co. of Florida, when it merged eight banks: Exchange National Bank of Manatee County, Bradenton; Exchange National Bank of Lake County, Clermont; Exchange Bank of Charlotte County NA, Englewood; Exchange Bank of Lee County, Fort Myers; Exchange Bank of Osceola, Kissimmee; Exchange Bank of Collier County, Naples; Exchange Bank of Sarasota County, Sarasota, and Exchange Bank of Polk County, Winter Haven, Dec. 31.
167—Dauphin Deposit Bank & Trust Co., Harrisburg, Pa., merged Peoples National Bank, Shippensburg and Southern Pennsylvania Bank, York, Oct. 1.
169—Bank One of Columbus NA, Ohio, merged Bank One, Mt. Sterling, May 1.
174—First National Bank of Florida, Tampa, merged Venice-Nokomis Bank & Trust Co., Venice, in Nov.
176—Long Island Trust Co. NA, Garden City, N.Y., changed its name and charter from Long Island Trust Co., May 1, and was subsequently acquired by Banca Commeriale Italiana, Milan, Italy, July, 1982.
179—InterFirst Bank Houston NA, changed its name from First International Bank in Houston NA, April 19.
180—Liberty National Bank & Trust Co., Louisville, Ky., merged United Kentucky Bank, Louisville, Dec. 23.
181—F&M Marquette National Bank, Minneapolis, changed its name from Marquette National Bank, when it merged Farmers & Mechanics Savings Bank, Minneapolis, Feb. 21.
184—SouthTrust Bank of Alabama NA, Birmingham, changed its name from Birmingham Trust National Bank, Dec. 1.
185—Huntington Bank of Northeast Ohio, Cleveland, changed its name from Union Commerce Bank, Jan. 3, 1983.
186—First National Bank of South Carolina, Columbia, merged Peoples National Bank, Chester, Oct. 2; and Bank of Lancaster, and Central Carolina Bank, Lancaster, Dec. 31.
189—Northeastern Bank of Pennsylvania, Wilkes-Barre, merged First National Bank of Pen Argyl, April 22 and changed location from Mount Pocono, June 1.
201—United Bank of Arizona, Phoenix, merged Copper State Bank, Apache Junction, and Bank of Northern Arizona, Flagstaff, May 1.
208—National State Bank, Elizabeth, N.J., merged Jersey Shore Bank, Long Branch, Sept. 24.
209—InterFirst Bank Austin NA, Tex., changed its name from Austin National Bank, Dec. 31.
216—Exchange National Bank of Chicago, merged Central National Bank, Chicago, Aug. 23.
217—Toledo Trust Co., Ohio, merged Peoples Bank, Carey, April 5 and Oak Harbor State Bank Co.; Northwest Ohio Bank, Bowling Green, and National Bank of Fulton County, Delta, May 3.
223—Marine Bank NA, Milwaukee, changed its name from Marine National Exchange Bank, when it merged Capitol Marine Bank, Milwaukee, and Wisconsin Marine Bank, Milwaukee, Dec. 13.
229—First National State Bank of South Jersey, Burlington Township, N.J., changed its name from First National State Bank of West Jersey, when it merged First National State Bank of South Jersey, Pleasantville, Oct. 1.
236—First Virginia Bank, Falls Church, merged First Virginia Bank-Eastern, Warrenton, May 24, and First Virginia Bank-Loudoun, Purcellville, June 14.
239—Southern Bank & Trust Co., Greenville, S.C., merged Guaranty Bank & Trust Co., Florence, Sept. 17.
243—United Carolina Bank, Whiteville, N.C., merged Bank of Raeford, March 1.
244—Southern National Bank of North Carolina, Lumberton, merged Forsyth Bank & Trust Co., Winston-Salem, March 30.
246—NCNB National Bank of Florida, Boca Raton, changed its name from Gulfstream Bank NA, Jan. 17, 1983, and merged Gulfstream National Bank, Tamarac, Dec. 1, and Peoples Downtown National Bank, Miami, Dec. 31.
247—Oneida National Bank, Utica, N.Y., merged Genesee Street National Bank, Utica (New), Feb. 1 and changed its name from Oneida National Bank & Trust Co. of Central New York, June 30.
249—BancTexas Dallas NA, changed its name from National Bank of Commerce, Dallas, Sept. 1.
252—Bank of Delaware, Wilmington, merged Milford Trust Co., April 23.
257—Central Fidelity Bank NA, Lynchburg, Va., merged Liberty Bank, Bedford, Oct. 1.
261—First Interstate Bank of Utah NA, Salt Lake City, changed its name from First Interstate Bank of Utah, April 1, and merged Box Elder County Bank Brigham City, Nov. 1.
269—Citizens Bank & Trust Co., Riverdale, Md., merged Bank of Brandywine, March 19, and Kennedy Bank & Trust Co., Bethesda, Dec. 17.
273—Central Fidelity Bank NA, Richmond, merged Central Fidelity Bank, Charlottsville and Central Fidelity Bank NA, Culpeper, Oct. 22.
274—Marine Bank, Warren, Pa., changed location from Meadville when it merged Warren National Bank, June 28.
278—Shawmut Worcester County Bank NA, Worcester, Mass., changed its name from Worcester County National Bank, May 3.
280—Florida National Bank, Jacksonville, merged Florida National Bank, Gainesville, Jan. 15.
281—Sun Bank/South Florida NA, Ft. Lauderdale, changed its name from Sun Bank/Broward NA, when it merged Century National Bank of Broward, Ft. Lauderdale, Dec. 2.
283—American National Bank, Morristown, N.J., changed its name from American National Bank & Trust Co. of New Jersey, April 30.
284—Liberty National Bank, Buffalo, N.Y., changed its name from Liberty National Bank & Trust Co., Oct. 6.
285—First Seneca Bank, Butler, Pa., changed its name from First Seneca Bank & Trust Co., June 1.
286—Pan American Bank NA, Miami, merged Pan American Bank of Palm Beach County, West Palm Beach, Jan. 15 and Pan American Bank of Broward, Fort Lauderdale, April 15.
292—Valley National Bank, Passaic, N.J., merged Fair Lawn State Bank, Jan. 29.
298—Bank of New Jersey, Camden, merged Prospect Park National Bank, Wayne, May 10.

Comparison of Largest Banks' Capital Totals*

By Groups, as of December 31, 1981, Compared with Previous Year-Ends

U.S Commercial Banks Capital (a)	1982	1981	1980	1975	1970	1960
100 Largest	14,970,707,560	13,452,905,232	12,512,479,031	8,627,709,469	6,128,032,000	2,896,223,726
Second 100 Largest	2,811,662,327	2,580,408,923	2,362,854,448	1,746,712,725	1,207,403,000	571,511,076
Third 100 Largest	1,551,261,527	1,507,632,063	1,297,407,125	1,008,180,175	627,804,000	311,666,163
Total-Top 300 Largest	**19,333,631,414**	**17,540,946,278**	**11,382,602,369**	**16,172,740,604**	**7,963,239,000**	**3,779,400,965**
Surplus and Undivided Profits (b)						
100 Largest	42,031,400,818	38,256,871,230	35,033,253,364	20,845,887,466	12,317,400,000	6,747,306,880
Second 100 Largest	8,408,600,948	7,873,706,918	6,568,893,223	4,049,873,184	2,605,800,000	1,196,636,980
Third 100 Largest	4,688,659,264	4,163,763,843	3,745,398,096	2,141,609,133	1,342,412,000	641,659,210
Total-Top 300 largest	**55,128,661,030**	**50,294,341,991**	**45,347,544,683**	**27,037,369,783**	**16,265,612,000**	**8,585,603,079**
Total Capital (c)						
100 Largest	58,002,108,378	51,709,776,522	47,545,732,395	29,473,596,935	18,445,432,000	9,643,530,606
Second 100 Largest	11,220,263,275	10,454,115,841	8,931,747,671	5,796,585,909	3,813,203,000	1,768,148,065
Third 100 Largest	6,239,920,791	5,671,395,906	5,042,805,221	3,149,789,308	1,970,216,000	953,325,373
Total-Top 300 Banks	**74,462,292,444***	**67,835,288,269**	**61,520,285,287**	**38,419,972,152**	**24,228,851,000**	**12,365,004,044**

(a)—Includes common stock capital, preferred stock and subordinated debt. (b)—Includes subordinated debt assumed by parent. *—1982 capital figures were not available for 227th ranked First Boston Peoples Bank of N.J. and 241st-ranked Bank of the Commonwealth, Detroit (c)—The sum of capital, surplus, and undivided profits as defined in footnotes (a) and (b).

Banks in the Top 300 with Supplemental Capital[1]

Compiled by American Banker Copyright 1983

Deposit Rank 12/31/82		Supplemental Capital in Use 12/31/82
3	Chase Manhattan Bank NA, New York	454,570,000[2]
4	Manufacturers Hanover Trust Co., New York	174,954,000
5	Morgan Guaranty Trust Co., New York	309,138,000
6	Chemical Bank, New York	356,860,000
8	First National Bank, Chicago	200,000,000
10	Bankers Trust Co., New York	200,000,000
11	Crocker National Bank, San Francisco	8,776,000
12	Wells Fargo Bank NA, San Francisco	64,542,000[2]
13	First Interstate Bank of California, Los Angeles	106,238,000
14	Marine Midland Bank NA, Buffalo, N.Y.	108,328,000
16	Irving Trust Co., New York	215,000,000[3]
17	First National Bank, Boston	200,000,000
18	Bank of New York	6,503,780
19	Seattle-First National Bank	94,950,000
20	First City National Bank, Houston	50,000,000
21	InterFirst Bank Dallas NA	161,000,000
22	RepublicBank Dallas NA	145,000,000
23	National Bank of Detroit	8,573,000[2]
24	Republic National Bank, New York	22,000
25	Texas Commerce Bank NA, Houston, Tex.	35,000,000
26	NCNB National Bank, Charlotte, N.C.	68,000,000
27	Southeast Bank NA, Miami	7,616,000
29	Union Bank, Los Angeles	55,000,000
30	National Bank of North America, New York	7,205,000
31	Wachovia B&T Co. NA, Winston-Salem, N.C.	14,200,000
33	Harris Trust & Savings Bank, Chicago	1,002,000[2]
34	BancOhio National Bank, Columbus	392,000
36	Rainier National Bank, Seattle	10,000,000
37	Philadelphia National Bank	32,426,000
40	United States National Bank of Oregon, Portland	22,770,000
41	First Interstate Bank of Oregon NA, Portland	35,000,000
42	Citizens & Southern National Bank, Atlanta	41,920,000
43	First Union National Bank, Charlotte, N.C.	32,202,000
44	Connecticut Bank & Trust Co. NA, Hartford	3,200,000
45	First Interstate Bank of Arizona NA, Phoenix	42,826,000
46	European American Bank & Trust Co., New York	19,375,000
47	Calfornia First Bank, San Francisco	9,858,000
48	First National Bank, Minneapolis	25,000,000
49	First Pennsylvania Bank NA, Philadelphia	563,353,000
50	United Virginia Bank, Richmond	525,000
51	Bank of Tokoyo Trust Co., New York	38,000,000
52	Manufacturers National Bank, Detroit	2,784,000
53	Connecticut National Bank, Hartford	11,000,000
54	Mercantile National Bank, Dallas	46,500,000
55	Northwestern National Bank, Minneapolis	40,000,000[3]
56	Virginia National Bank, Norfolk	29,411,000
57	Fleet National Bank, Providence, R.I.	10,000,000
59	Fidelity Bank, Philadelphia	69,675,000
60	Lincoln First Bank NA, Rochester, N.Y.	5,058,000
61	Bank of New England NA, Boston	10,630,000
63	Girard Bank, Philadelphia	60,353,000
65	Israel Discount Bank of New York	40,000,000
66	First National Bank, Atlanta	50,000,000
67	Provident National Bank, Philadelphia	28,517,000[3]
68	Bank of California NA, San Francisco	23,484,000
69	American Security Bank NA, Washington, D.C.	7,300,000
70	National City Bank, Cleveland	57,000,000
72	Bank of Hawaii, Honolulu	8,400,000
73	Bank of the Southwest NA, Houston	25,000,000
74	Fidelity Union Bank, Newark, N.J.	70,000,000
75	Equibank, Pittsburgh	39,350,000[3]
76	Mercantile Trust Co. NA, St. Louis, Mo.	25,000,000
77	Bank Leumi Trust Co., New York	17,650,000
78	First Wisconsin National Bank, Milwaukee	131,000
82	Banco Popular de Puerto Rico, San Juan	19,500,000
84	State Street Bank & Trust Co., Boston	18,211,000
85	Lloyds Bank California, Los Angeles	5,860,000
87	American Bank & Trust Co., Reading, Pa.	15,150,000
88	First National Bank, St. Paul, Minn.	30,000,000
89	American Fletcher National Bank & Trust Co., Indianapolis	162,000
90	Shawmut Bank of Boston NA	29,000,000
92	First Interstate Bank of Washington NA, Seattle	45,000,000
93	Atlantic National Bank of Florida, Jacksonville	1,138,000
94	Central Bank of the South, Birmingham, Ala.	8,700,000
95	Continental Bank, Norristown, Pa.	27,089,000
96	Arizona Bank, Phoenix	26,100,000
100	First Security Bank of Utah NA, Ogden	27,381,000
102	Sumitomo Bank of California, San Francisco	36,222,000
103	Allied Bank of Texas, Houston	1,250,000
104	First National State Bank of N.J., Newark	8,200,000
106	Northwestern Bank, North Wilkesboro, N.C.	14,752,000
109	Liberty National B&T Co., Oklahoma City	39,892,000
111	United States Trust Co., New York	25,000,000
113	United Bank of Denver NA	9,089,000
115	Zions First National Bank, Salt Lake City, Utah	18,600,000
117	Suburban Bank, Bethesda, Md.	4,150,000
118	Texas American Bank/Fort Worth NA	5,875,000
120	Central National Bank, Cleveland	75,000,000[3]
122	United Jersey Bank, Hackensack, N.J.	13,776,000
123	City National Bank, Beverly Hills, Calif.	1,500,000
125	Peoples National Bank, Seattle	15,236,000
127	Old Stone Bank, Providence, R.I.	13,208,000
129	Fuji Bank & Trust Co., New York	34,000,000
130	Industrial Valley B & T Co., Philadelphia	36,285,000[3]
131	South Carolina National Bank, Columbia	12,249,000
133	Manufacturers & Traders Tr Co., Buffalo, N.Y.	14,200,000
134	First-Citizens Bk & Tr Co., Raleigh, N.C.	20,000,000
135	First National Bank, Midland, Tex.	12,000,000
136	Heritage Bank NA, Jamesburg, N.J.	7,400,000
137	Deposit Guaranty National Bank, Jackson, Miss.	4,340,000
138	First Tennessee Bank NA, Memphis	5,920,000
139	Imperial Bank, Los Angeles	3,000,000
140	Sun Bank NA, Orlando, Fla.	1,050,000
141	Michigan National Bank, Detroit	8,931,000
142	Mitsui Manufacturers Bank, Los Angeles	10,000,000
144	Merchants National Bank & Trust Co., Indianapolis	5,000,000
145	First National Exchange Bank, Roanoke, Va.	9,500,000
147	Rhode Island Hospital Tr. Nat'l Bank, Providence	15,000,000
148	Industrial Bank of Japan Trust Co., New York	33,000,000
149	Old Kent Bank & Trust Co., Grand Rapids, Mich.	3,900,000
150	Third National Bank, Nashville, Tenn.	4,250,000
151	First Security Bank of Idaho NA, Boise	10,000,000
152	RepublicBank Houston NA	10,000,000
154	Frost National Bank, San Antonio, Tex.	14,800,000
155	Banco de Ponce, P. R.	28,050,000
156	Bank of Oklahoma NA, Tulsa	15,000,000
157	First American Bank of Nashville NA, Tenn.	4,000,000
159	Union Trust Co., Stamford, Conn.	2,700,000
160	Branch Banking & Trust Co., Wilson, N.C.	491,000
161	Wilmington Trust Co., Del.	20,000,000
162	BayBank Middlesex, Burlington, Mass.	5,000,000
165	New Jersey National Bank, Trenton	20,000,000
168	Bankers Trust of South Carolina, Columbia	19,988,236[3]
171	Old National Bank of Washington, Spokane	15,000,000
172	Commerce Union Bank, Nashville, Tenn.	23,500,000
173	First National Bank, Fort Worth, Tex.	16,000,000
174	First National Bank, Tampa, Fla.	4,000,000
175	First National Bank & Trust Co., Tulsa, Okla.	7,120,000
176	Long Island Trust Co. NA, Garden City, N.Y.	4,475,000
178	Key Bank NA, Albany, N.Y.	4,000,000
179	InterFirst Bank Houston NA	40,000,000
180	Liberty National Bank & Trust Co., Louisville, Ky.	4,100,000
181	F & M Marquette National Bank, Minneapolis	10,875,000
182	Colonial Bank, Waterbury, Conn.	3,710,000
183	Morgan Bank (Delaware), Wilmington	100,000,000
184	SouthTrust Bank of Alabama NA, Birmingham	17,530,000
185	Huntington Bank of Northeast Ohio, Cleveland	3,378,000
189	Northeastern Bank, Wilkes-Barre, Pa.	3,430,000
191	Hibernia National Bank, New Orleans, La.	10,000,000
192	Bank of the West, San Francisco	7,500,000
193	Golden State Sanwa Bank, San Francisco	7,110,000
196	New Jersey Bank NA, West Paterson	2,682,000[2]
198	First American Bank of Virginia, McLean	1,855,000
201	United Bank of Arizona, Phoenix	13,000,000
203	Commonwealth National Bank, Harrisburg, Pa.	13,650,000
205	First National Bank of Allentown, Pa.	10,860,000
210	First Jersey National Bank, Jersey City, N.J.	2,400,000
213	Puget Sound National Bank, Tacoma, Wash.	6,760,000
214	Central Bank, San Francisco	6,642,000[2]
215	LaSalle National Bank, Chicago	22,338,000
218	National Bank of Commerce, San Antonio, Tex.	5,000,000
219	Daiwa Bank Trust Co., New York	15,000,000
220	Central Bank of Denver	7,400,000
222	Louisiana National Bank, Baton Rouge	7,000,000
225	Iowa-Des Moines National Bank	9,000,000
227	First Peoples Bank of New Jersey, Haddon Twp.	N.A.
228	City National Bank, Detroit	16,600,000
229	First National State Bank of South Jersey, Burlington Twp.	3,250,000
230	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	9,344,000
231	Capital Bank NA, Houston	19,500,000
233	Bank of the South NA, Atlanta	9,470,000
235	First City Bank of Dallas	7,100,000
237	Citytrust, Bridgeport, Conn.	712,000
238	Valley Bank of Nevada, Las Vegas	6,690,862
239	Southern Bank & Trust Co., Greensville, S.C.	142,000
240	First Eastern Bank NA, Wilkes Barre, Pa.	8,000,000
241	Bank of the Commonwealth, Detroit	N.A.
244	Southern National Bank, Lumberton, N.C.	5,272,000
249	BancTexas Dallas NA	716,000
253	Banco de Santander-P.R., Hato Rey	1,800,000
254	First National Bank, Amarillo, Tex.	6,000,000
256	Omaha National Bank, Neb.	15,000,000
258	Security Bank & Trust Co., Southgate, Mich.	2,750,000
260	Central Penn National Bank, Philadelphia	9,300,000
261	First Interstate Bank of Utah NA, Salt Lake City	5,333,446
262	Laredo National Bank, Tex.	1,562,000
263	Banco Central Corp., Hato Rey, P. R.	19,416,958
266	Oregon Bank, Portland	10,000,000
268	Trust Co. New Jersey, Jersey City	6,425,000[3]
271	Southeast National Bank, Malvern, Pa.	13,000,000
272	Security Trust Co., Rochester, N.Y.	11,370,000
274	Marine Bank, Warren, Pa.	8,374,000
275	San Diego Trust & Savings Bank, CAlif.	8,500,000
277	First American Bank NA, Washington, D.C.	354,564
278	Shawmut Worcester County Bank NA, Worcester, Mass.	4,000,000
279	Arlington Trust Co., Lawrence, Mass.	5,000,000
285	First Seneca Bank, Butler, Pa.	8,629,000
287	Continental National Bank, Fort Worth, Tex.	1,680,000
289	Provident Bank, Cincinnati	10,581,000
290	Merchants National Bank, Allentown, Pa.	4,500,000
297	Central Carolina Bk & Tr Co., Durham, N.C.	1,400,000
300	United American Bank, Knoxville, Tenn.	10,000,000

[1]—Includes subordinated debt (capital notes and debentures) and preferred stock. [2]—Includes capital notes assumed by parent bank holding company. [3]—Includes preferred stock. NA—Not Available.

The Top 100 Banks in the United States in Total Capital Funds*

In Order of Total Capital Funds December 31, 1982

Compiled by American Banker Copyright 1983

Position Dec. 31, 1982	Name of Bank, City and State	Total Capital Funds 12/31/82	Total Capital Funds 12/31/81	Position Dec. 31, 1981	Gain in Rank	Total Assets 12/31/82	Ratio Tot. Cap. to Assets (%)	Deposit Rank 12/31/82
1	Citibank NA, New York	5,485,000,000	4,871,370,000	1		111,111,000,000	4.9	2
2	Bank of America NT&SA, San Francisco	4,168,570,000	4,155,799,000	2		118,875,920,000	3.5	1
3	Chase Manhattan Bank NA, New York	3,679,247,000ab	3,710,552,000ab	3		79,118,264,000	4.7	3
4	Morgan Guaranty Trust Co., New York	2,763,711,000a	2,415,189,000a	4		57,296,010,000	4.8	5
5	Manufacturers Hanover Trust Co., New York	2,285,110,000a	2,187,889,000a	5		58,989,414,000	3.9	4
6	Chemical Bank, New York	2,202,814,000a	1,902,359,000a	6		47,072,376,000	4.7	6
7	Continental Illinois NB&T Co., Chicago	1,779,209,000	1,775,755,000	7		41,299,872,000	4.3	7
8	Bankers Trust Co., New York	1,670,605,000	1,342,291,000	8		39,717,967,000	4.2	10
9	First National Bank, Chicago	1,537,614,000a	1,149,619,000	10	+ 1	34,548,152,000	4.5	6
10	Security Pacific National Bank, Los Angeles	1,461,839,706	1,331,166,447	9		33,579,023,512	4.3	9
11	Wells Fargo Bank NA, San Francisco	1,037,663,000ab	968,876,000ab	12	+ 1	22,116,214,000	4.7	12
12	Crocker National Bank, San Francisco	1,001,752,000a	997,985,000a	11		24,433,380,000	4.1	11
13	Marine Midland Bank NA, Buffalo, N.Y.	939,553,000a	896,866,000a	13		20,045,473,000	4.7	14
14	First Interstate Bank of California, Los Angeles	927,472,000a	856,429,000a	14		21,313,945,000	4.4	13
15	Irving Trust Co., New York	877,127,000a	691,491,000a	17	+ 2	17,606,873,000	5.0	16
16	Mellon Bank NA, Pittsburgh	873,763,000	810,508,000	15		20,532,360,000	4.3	15
17	First Pennsylvania Bank NA, Philadelphia	764,806,000a	753,641,000a	16		5,387,416,000	14.2	49
18	Republic National Bank, New York	709,932,000a	517,471,176	23	+ 5	8,927,[illegible]8,000	8.0	24
19	InterFirst Bank Dallas NA	702,566,000a	624,000,000a	19		12,036,026,000	5.8	21
20	First National Bank, Boston	692,212,000ab	643,975,000	18		16,512,755,000	4.2	17
21	RepublicBank Dallas NA	649,056,000a	514,098,000a	25	+ 4	11,554,657,000	5.6	22
22	National Bank of Detroit	636,437,000c	572,593,000	21		10,861,103,000	5.8	23
23	AmeriTrust Co., Cleveland	593,641,000	515,306,000	24	+ 1	5,747,592,000	10.3	38
24	Bank of New York	555,351,000a	520,168,955a	22		12,620,614,000	4.4	18
25	Seattle-First National Bank	501,943,000	619,219,000a	20		9,841,143,000	5.1	19
26	First City National Bank, Houston	461,780,000a	380,309,000	29	+ 3	9,921,239,000	4.7	20
27	NCNB National Bank, Charlotte, N.C.	458,581,000a	406,159,000a	26		8,330,341,000	5.5	26
28	Texas Commerce Bank NA, Houston	449,216,000a	371,494,000a	31	+ 3	10,158,439,000	4.4	25
29	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	425,196,229a	397,404,297a	27		6,757,290,370	6.3	31
30	Union Bank, Los Angeles	402,936,000a	384,241,000a	28		7,545,283,000	5.3	29
31	Southeast Bank NA, Miami	396,460,000a	377,259,000a	30		7,010,433,000	5.7	27
32	Valley National Bank, Phoenix	388,608,000	359,155,000	33	+ 1	7,150,610,000	5.4	28
33	Pittsburgh National Bank	386,970,000	350,702,090	35	+ 2	7,338,852,000	5.3	32
34	National Bank of North America, New York	378,907,000a	362,380,000a	32		6,826,440,000	5.6	30
35	Harris Trust & Savings Bank, Chicago	373,243,000c	357,612,000c	34		6,879,696,000	5.4	33
36	Philadelphia National Bank	368,383,000a	334,939,000a	37	+ 1	5,909,596,000	6.2	37
37	United States National Bank, Portland, Ore.	346,852,000a	324,951,000a	40	+ 3	4,948,199,000	7.0	40
38	First Interstate Bank of Oregon NA, Portland	341,499,000a	326,740,000a	39	+ 1	5,184,928,000	6.6	41
39	Citibank (New York State) NA, Buffalo	335,654,000	342,878,000	36		2,591,314,000	13.0	170
40	Girard Bank, Philadelphia	333,431,000ac	328,633,000a	38		4,416,632,000	7.5	63
41	National City Bank, Cleveland	323,222,000a	253,509,000	49	+ 8	4,485,705,000	7.2	70
42	Citizens & Southern National Bank, Atlanta	322,956,000a	250,288,000a	51	+ 9	5,475,882,000	5.3	42
43	Northern Trust Co., Chicago	319,604,000	315,815,000a	41		5,886,017,00X	5.4	39
44	Rainier National Bank, Seattle	315,022,227a	295,403,000a	42		5,547,917,919	5.7	36
45	Morgan Bank (Delaware), Wilmington	313,970,000a	.....			1,654,870,000	19.0	183
46	First Interstate Bank of Arizona NA, Phoenix	310,323,000a	281,434,000a	45		4,508,747,000	6.9	45
47	Citibank (South Dakota) NA, Sioux Falls	299,973,000	253,186,621	50	+ 3	2,834,504,000	10.6	132
48	United Virginia Bank, Richmond	298,451,000a	281,391,000	46		4,816,271,000	6.2	50
49	BancOhio National Bank, Clumbus	295,374,000a	285,592,000	44		5,591,045,000	5.3	34
50	European American Bank & Trust Co., New York	292,306,000a	290,721,000a	43		5,421,036,000	5.4	46
51	First Union National Bank, Charlotte, N.C.	291,212,000a	265,181,000a	48		6,060,598,000	4.8	43
52	Mercantile National Bank, Dallas	275,207,000a	236,117,000a	57	+ 5	4,943,228,000	5.6	54
53	Bank of Tokyo Trust Co., New York	274,736,201a	265,264,765a	47		4,135,001,060	6.7	51
54	Northwestern National Bank, Minneapolis	272,262,000a	243,157,000a	54		4,919,876,000	5.5	55
55	Fidelity Bank, Philadelphia	267,824,000a	228,171,000a	60	+ 5	4,041,170,000	6.6	59
56	First National Bank, Minneapolis	264,371,000a	238,949,000a	56		5,538,760,000	4.8	48
57	Connecticut Bank & Trust Co. NA, Hartford	258,749,000a	57,686,000	242	+185	4,839,434,000	5.3	44
58	First National Bank, Atlanta	255,893,000a	172,079,000a	73	+ 15	4,018,452,000	6.4	66
59	Comerica Bank-Detroit	255,604,000	248,772,000	52		5,489,742,000	4.7	35
60	Maryland National Bank, Baltimore	240,478,000	246,648,000	53		4,352,640,000	5.5	64
61	Manufacturers National Bank, Detroit	239,677,000a	228,443,000a	59		4,537,482,000	5.3	52
62	California First Bank, San Francisco	238,142,000a	234,259,000a	58		4,156,440,000	5.7	47
63	Mercantile Trust Co. NA, St. Louis	227,996,000a	214,002,000a	61		4,125,433,000	5.5	76
64	Virginia National Bank, Norfolk	227,977,000a	209,845,000a	63		3,810,314,000	6.0	56
65	Lincoln First Bank NA, Rochester, N.Y.	224,722,000a	213,172,000a	62		3,837,803,000	5.9	60
66	Provident National Bank, Phildelphia	221,714,000a	203,515,000a	64		3,761,878,000	5.9	67
67	Bank of California NA, San Francisco	215,311,000a	239,618,000a	55		3,908,865,000	5.5	68
68	First National Bank, St. Paul, Minn.	210,563,000a	198,141,000a	65		3,630,075,000	5.8	88
69	Fidelity Union Bank, Newark, N.J.	205,295,158a	116,592,272	122	+ 53	3,087,475,640	6.6	74
70	American Security Bank NA, Washington, D.C.	202,056,000a	184,514,000a	69		3,399,157,000	5.9	69
71	Connecticut National Bank, Hartford	199,967,000a	130,429,000a	107	+ 36	4,084,201,000	4.9	53
72	Fleet National Bank, Providence, R.I.	198,866,000a	178,007,000a	71		3,983,808,000	5.0	57
73	Huntington National Bank, Columbus, Ohio	198,840,000	191,824,000	66		3,838,425,000	5.2	62
74	Riggs National Bank, Washington, D.C.	195,127,000	187,173,000	68		3,707,089,000	5.3	58
75	Whitney National Bank, New Orleans	194,933,241	172,754,763	72		2,046,108,883	9.6	121
76	First Wisconsin National Bank, Milwaukee	189,371,000a	178,776,000a	70		3,466,227,000	5.5	78
77	First Interstate Bank of Nevada NA, Reno	186,844,000	171,602,000	74		2,353,278,000	7.9	91
78	Bank of Hawaii, Honolulu	183,138,000a	163,853,000a	79	+ 1	2,876,154,000	6.4	72
79	Banco Popular de Puerto Rico, San Juan	179,064,868a	160,462,405a	81	+ 2	2,722,853,403	6.6	82
80	American Bank & Trust Co., Reading, Pa.	177,892,000a	156,879,000a	82	+ 2	2,463,814,000	7.2	87
81	Continental Bank, Norristown, Pa.	177,288,000a	164,168,000a	78		2,300,136,000	7.7	95
82	First & Merchants National Bank, Richmond	174,260,000	164,619,000	77		2,749,938,000	6.3	83
83	Central National Bank, Cleveland	171,770,000a	161,373,000a	80		2,250,907,000	7.6	120
84	Bank of Virginia, Richmond	169,979,000	143,366,000	94	+ 10	3,232,940,000	5.3	71
85	American National Bank & Trust Co., Chicago	169,716,000	153,614,000	83		3,208,523,000	5.3	80
86	First National Bank & Trust Co., Oklahoma City	168,754,239	144,789,670	90	+ 4	3,023,787,431	5.6	81
87	First National Bank, Louisville, Ky.	167,637,316	150,583,000	86		2,814,753,257	6.0	98
88	Bank of New England NA, Boston	167,090,000a	149,758,623a	87		3,746,972,000	4.5	61
89	State Street Bank & Trust Co., Boston	166,655,000a	145,319,000a	89		3,442,388,000	4.8	84
90	First Security Bank of Utah NA, Ogden	165,354,000a	151,176,000a	84		2,379,562,000	6.9	100
91	Centerre Bank NA, St. Louis	164,799,000	167,164,000	76		3,403,781,000	4.8	86
92	First Interstate Bank of Washington NA, Seattle	164,431,185a	125,457,730a	113	+ 21	2,455,414,000	6.7	92
93	Indiana National Bank, Indianapolis	161,349,000	146,904,000	88		2,660,225,000	6.1	105
94	Central Bank of the South, Birmingham, Ala.	159,763,298a	142,001,945a	95	+ 1	2,597,347,427	6.2	94
95	First National Bank, Birmingham, Ala.	158,128,000	144,558,000	91		2,165,726,000	7.3	124
96	Equibank, Pittsburgh	157,217,000	129,812,000	109	+ 13	3,167,402,000	5.0	75
97	Arizona Bank, Phoenix	154,406,353a	131,861,759a	105	+ 8	2,337,055,255	6.6	96
98	South Carolina National Bank, Columbia	152,993,000	144,491,910a	92		2,007,771,000	7.6	131
99	American Fletcher National Bank & Trust Co., Indianapolis	152,734,000a	150,824,000	85		2,922,957,000	5.2	89
100	Bank of the Southwest NA, Houston	151,655,000a	136,990,000	100		3,003,710,000	5.0	73

*—Total capital funds consist of total equity capital plus subordinated debt. Note that for 1982 American Banker requested banks to report Federal regulatory "call report" figures. For this reason, the 1982 capital figures may not be comparable with the 1981 figures, since the latter may have been from the bank's public statements which are based on general accounting principles ("gap"). In addition, the data are as reported in 1982 and have not been restated. (a)—Includes subordinated debt and/or preferred stock. (b)—Includes subordinated debt assumed by parent, which is reported in surplus.

Citibank Leads in Capital Funds

Continued from page 1

Chemical Bank and First National Bank, Chicago, had the largest gains, as their ratios rose 0.4% over the year, to 4.7% for Chemical and 4.5% for First National. The rise in Chemical's ratio is largely attributable to the issuance of perpetual preferred stock. The bulk of First National's increase was attributable to the issuance of $200 million in subordinated debt.

The new listing, which appears on page 55 of today's edition, is published as part of the American Banker's annual yearend review of the top 300 banks in deposits.

It provides an absolute and relative measure of the capital size of the nation's top banks. It shows the banks' total capital funds for the last two years; the banks' capital rankings for the last two years; the banks' yearend 1982 asset size and deposit ranking; and a ratio of capital to assets.

The American Banker continues to report a breakdown of total capital funds in the listing of the top 300 banks in deposits, and a summary table provides aggregate capital figures for this group.

The total capital funds of the top 100 banks were $58 billion at yearend, compared with $50 billion a year earlier for the same banks. This is an increase of 16%.

The bank with the most subordinated debt in its capital total was 17th-ranked First Pennsylvania Bank NA, Philadelphia. Of its $765 million in capital funds, 74%, or $563 million, was subordinated debt. A listing of all banks in the top 300 in deposits with supplemental capital, which includes subordinated debt and/or preferred stock, appears on page 54.

The smallest bank in assets and deposits to make the listing of the top 100 in capital funds was 45th-ranked Morgan Bank (Delaware), Wilmington, with $314 million in capital funds.

The bank, which is a subsidiary of J.P. Morgan & Co. Inc., New York, the parent of Morgan Guaranty Trust Co., ranked 146th in assets, with $1.65 billion. And in deposits it ranked 183d, with $1.03 billion. This bank began operations in 1981 under Delaware's Financial Center Development Act.

Primary Function of Bank Capital

Total capital funds consist of equity capital and subordinated debt (capital notes and debentures). Equity capital consists of the value of the common stock, preferred stock, if any, surplus, undivided profits, and reserves for contingencies and other capital reserves.

The primary function of bank capital "is to reassure the public and especially the bank supervisor that the bank is in a position to withstand whatever strains may be placed upon it. Adequate capital serves to keep banks open so that they may be able to absorb losses out of future earnings rather than out of capital funds themselves," says Howard D. Crosse and George H. Hempel in their textbook, "Management Policies for Commercial Banks."

In addition, capital supplies the working tools of the bank to construct new buildings and invest in new equipment. Also, capital supports the credit risks that banks assume in their function as lenders to business.

Federal and state regulations place limits on the amounts banks can lend to any one borrower to a percentage of capital funds. To increase the lending limit, therefore, banks must increase their capital.

Other Survey Findings

• There was a dichotomy in the growth of deposits and assets among the nation's 10 largest banks. Their deposits rose only 2.1%, while assets were up 4.8% as the banks relied heavily on borrowed funds last year.

• Total deposits of the top 300 banks were $1.0519 trillion on Dec. 31, 1982, up 6.4% from $988.7 billion posted by the top 300 banks a year earlier.

• Mergers accounted for a record $11.2 billion, or 17.8% of the $63.2 billion deposit increase last year, as 59 banks in the top 300 took over 93 other banks last year. The previous record year for mergers was 1981, when 47 banks in the top 300 took over 110 banks with $9.5 billion in deposits, which accounted for 14.5% gain in deposits in 1981.

• The total deposit gain of the top 300 banks, adjusted for mergers, was 5.2% last year, compared with 6.1% a year earlier.

• There were 233 banks with $1 billion or more in assets at yearend, and the total assets of these banks were $1.378 trillion, up 8.7% from a year earlier. However, adjusting the gain for mergers reduces the growth of assets to approximately 7.7%. At yearend 1981, there were 210 banks with assets over $1 billion. The billion-dollar asset banks are listed on page 52.

Largest Gain in Deposit Rank

• The largest gain in deposit rank last year among the top 100 banks was scored by Connecticut Bank & Trust Co. NA, Hartford, which jumped 156 places in rank to 44th. The gain was attributable to a merger. For details of this merger, and all mergers among the banks in the top 300, see the mergers list on page 53.

• F&M Marquette National Bank, Minneapolis, and Sun Bank/South Florida NA, Fort Lauderdale, had the largest gains in rank among the second 100 largest banks and third 100 largest banks, respectively. F&M Marquette moved up 483 places in rank to 181st after a merger. And Sun Bank moved up 459 places in rank to 281st after a merger.

• Among the top 300 banks, 192 had supplemental capital which totaled $6.1 billion, compared with $5 billion in supplemental capital for 182 banks in the top 300 in 1981.

• Total capital funds of the top 300 banks was $74.5 billion on Dec. 31, up $6.7 billion, or 9.8%, from $67.8 billion in capital for the top 300 banks at yearend 1981. ■

Cleveland Fed Clears Merger

CLEVELAND — The Federal Reserve Bank of Cleveland has approved the merger of the Wakeman Bank Co., Wakeman, Ohio, with The Erie County Bank, Vermilion, Ohio. ■

Banc One Acquisition

CLEVELAND — The Federal Reserve Bank of Cleveland has approved the application of Banc One Corp., Columbus, Ohio, to acquire Tower National Bank of Lima. ■

To Our Readers

The American Banker would appreciate your comments on the Top 300 Banks statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

S&L Brokers . . .

Continued from page 2

a customer up to 70% of the commission he's paying with a full-service firm," said Mr. Edwards, a genial Tennessean with 20 years' experience as a stockbroker, most recently as manager of the Memphis office of First Affiliated Securities Inc.

He cited a typical cost of $88 at a full-service broker for buying 200 shares of $15 stock. Capital's commission on such a purchase will be $40. In another example, he used a 1,000-share purchase at $20 per share. The broker would charge $315, he said, while Capital's charge would be $100.

After training more than 500 S&L employees in seven sessions in Raleigh and one in Asheville, Mr. Edwards got the dubious reward of being sent on a tour of the state to be interviewed by newspaper and television reporters.

After Mr. Edwards had worked his way eastward to Durham, one reporter remarked, "He's told the story so many times, he's got it down to eight minutes."

"There are still new people coming in," said Mr. Edwards, his enthusiasm undimmed by innumerable interviews. North Carolina has 159 S&Ls, so Capital has already been affiliated with about half. "I can see me coming in as we actually 'get live.' I'd like to do one more training session before that happens, because once it does, we're going to get very busy in the business of selling stock.

"Our staff we look to only as a beginning. We have the equipment and the budget to expand as the need dictates." ■

So. Dakota . . .

Continued from page 3

a capital requirement of just $2.5 million for credit card banks.

The only restrictions in the proposal are that a minimum of 100 jobs be created by each bank opening a credit card operation there and that the banks do not compete directly with any Nebraska banks.

The South Dakota law under which Citicorp went to Sioux Falls does not require a minimum number of jobs but does exclude the banks from competing with the state's banks.

A related proposal in the Nebraska legislature would eliminate the 18% interest-rate ceiling on credit cards. That proposal was made in exchange for First National Bank of Omaha's supporting a multibank holding company bill that Nebraska Gov. Robert Kerry signed last month.

The lifting of the usury ceiling for credit cards is viewed as a necessity before any out-of-state banks would seriously consider moving card operations to Nebraska. ■

Bank Chain . . .

Continued from page 2

nsylvania, Rhode Island, Tennessee, Texas, Virginia, and the state of Washington. The New York area will be served from offices in White Plains, N.Y., and Morristown, N.J., both relatively affluent suburbs of New York City.

Dimension Financial is a group of investors including Fred Shaffer and his three sons, Ron, John, and Tim, whose primary business is oil and gas production. Others involved are Daniel Carroll, head of the Ann Arbor, Mich.-based Carroll Group, management consulting firm, and A. Gary Shilling, an economist and head of his own New York firm. ■

Omnibancorp Approval

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of Omnibancorp, Denver, to acquire Omnibank Arapahoe NA, Arapahoe County, Colo., a proposed new bank. ■

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American Banker

The Only Daily Banking Newspaper

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Instinet Offers Banks Automated, Low-Cost Stock Execution Service

System Specializes in Small-Order Discount Trading

By SCOTT McMURRAY

NEW YORK — Institutional Networks Inc., or Instinet, has begun marketing to banks a new automated stock-execution service that specializes in small-order — 1,000 shares or less — discount brokerage business.

By employing state-of-the-art technology and bypassing exchange floor personnel, Instinet can be the low-cost and most efficient provider of discount brokerage services in the country, says chairman Jerome Pustilnik.

Instinet, founded 13 years ago by Mr. Pustilnik, has been providing automated block-trading services to institutional clients.

The new system is being used by a half-dozen trust departments on an active basis and infrequently by a half-dozen more, says Mr. Pustilnik.

As a supplier of discount brokerage to the retail side of banks, Instinet has signed up, among others, the Great Western Bank & Trust Co. in Phoenix, Ariz. And it is negotiating with a

➳ Instinet: Page 22

Prudential May Seek to Buy a Bank

By LAURA GROSS

NEW YORK — The Prudential Insurance Co. of America is investigating the possibility of buying a bank so it can offer federally insured accounts, make consumer loans, and expand into the individual trust business.

Robert A. Beck, chairman and chief executive officer, said he thinks "it's possible tentatively under the Bank Holding Company Act for Prudential to operate a consumer bank."

Prudential currently has no specific institution in mind and has made no decision when to proceed, Mr. Beck told reporters at a press conference called to report the company's 1982 earnings.

Any bank bought by Prudential would have to divest its commercial loan portfolio to comply with the Bank Holding Company Act.

If a decision were made in favor of a consumer bank, Mr. Beck said, Prudential could possibly expand trust services offered by Prudential Trust Co., chartered in Pennsylvania in 1981, to meet the trust needs of its clients.

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European Financial Marketing Review

The American Banker takes a look at retail banking from an international point of view. Robert Trigaux discusses two small European firms that are way out ahead in the home-banking race, and Jeffrey Kutler writes on the French "mobilization" to stimulate its information sector. Today's feature section, planned with an eye on the European financial marketing conference to be held next week in Monte Carlo, begins on page.....10

South Dakota Governor Signs Insurance Powers for Banks

By RICHARD RINGER

CHICAGO — State-chartered banks in South Dakota can now own insurance companies under a proposal that was packaged with another banking proposal into an emergency bill and signed Friday night by Gov. William Janklow.

The bill's emergency status means that it took effect immediately with the governor's signature. No banks were reported Monday to have sought to acquire or start up an insurance company.

Immediately after Mr. Janklow signed the legislation, telegrams were sent to three out-of-state bank holding companies informing them of the new law, one source said.

The law allows an out-of-state bank holding company to acquire or charter a state bank, which in turn could own an insurance company.

Citicorp was one of the three bank holding companies notified of the new law, according to the source. A Citicorp spokesman could not be reached for comment.

The New York banking company is

➳ So. Dakota: Page 17

Irish Bank Seeks to Enter US Market

Signs to Acquire Majority Interest in First Maryland

Special to the American Banker

BALTIMORE — Allied Irish Banks Ltd. of Dublin has reached an agreement to acquire a majority interest in First Maryland Bancorp. in a transaction valued at $150 million.

The $6.7 billion-deposit Allied Irish, Ireland's largest bank, will acquire about 43% of First Maryland's stock this year and increase its interest to between 50% and 60% during the next four years.

J. Owen Cole, chairman of the $3.4 billion-asset First Maryland, said the investment will be made through purchases from existing shareholders and the issuance of new shares by First Maryland.

Mr. Cole said that "among the most important advantages of this transaction to First Maryland will be the infusion of over $80 million in additional equity capital."

Allied Irish is the world's 171st largest commercial bank and is the largest quoted company on the Irish Stock Exchange. First Maryland is parent of the $2.3 billion-deposit First National Bank of Maryland, Baltimore, the state's second largest bank.

Under the agreement, Allied Irish will make a tender offer to acquire 1.8 million shares from stockholders of First Maryland at $35 a share. First Maryland now has about 5.2 million shares outstanding.

The tender offer is expected to be completed late this summer. If the closing of the tender offer is delayed until after March 1984, the price will be adjusted to reflect changes in First Maryland's book value from yearend

➳ Irish: Page 21

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Instinet . . .

Continued from page 1

number of major banks to provide discount services.

Great Western chose Instinet over competitors such as Fidelity Brokerage Services Inc. or Federated Investors Inc. for one reason, "cost," according to product manager Kristine Christensen.

To distinguish itself from regional competition, she said the bank has been emphasizing its low commission charges and the quality of execution made possible by the automated Instinet system. The 35-branch bank has been opening 15 to 20 new brokerage accounts daily, she noted.

In addition, Instinet is able to offer investors a 35-second average "round trip" on trades of 1,000 shares or less for stocks included in the InterMarket Trading System. The ITS lists approximately 800 stocks traded on major stock exchanges.

How It Works

Specialists in ITS stocks have Instinet terminals at their exchange floor posts. They have agreed with Instinet for at-the-market trades to cross automatically, so the firm avoids the use of floor brokers and runners. The specialist guarantees Instinet customers will get the best price available in the country for an ITS stock on nearly all orders up to 1,000 shares.

A bank employee using Instinet's terminals punches in the stock symbol and number of shares for a customer's order. The buy or sell order travels electronically directly to the specialist post where it crosses via the ITS at the best market price. The terminals display the best bid and ask price offered by different specialists in the ITS stocks, and they automatically update the prices as well. Instinet also executes customer limit orders for trades at a specified price.

The ITS is one of the results of the Securities and Exchange Commission's congressional mandate to hasten the formation of a national market system.

Most other discounters require three minutes or more to confirm a trade. Instinet terminals print out a hard-copy confirmation at the same time the confirmation of the trade appears on their screens, says Mr. Pustilnik.

Wall Street Now Taking Notice

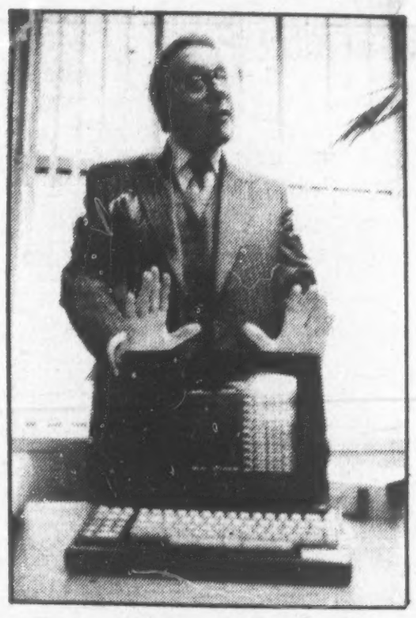
For trust departments the system charges 3 cents to 9 cents per share on executions, depending on the size of the trade. If the trust department generates $2,000 per month in commissions, Instinet makes no further charges for the use of the system.

Securities firms on average charge institutions 10 cents per share on block trades of 10,000 shares or more and 30 cents per share for small-order retail trades. Discounters charge 40% to 70% off the full-service retail rate.

As a "front-end broker" for deposit-taking institutions, says Mr. Pustilnik, Instinet charges a fixed fee of $750 per month for one video terminal, and the fee declines with the number of terminals used.

Depending on the arrangements with the clearing agent that the bank requests — such as how margin customers, and the profits generated by them, will be treated — Instinet is fully competitive with or charges banks less than competitors such as Fidelity or Federated, claims Mr. Pustilnik.

Industry officials often credit Mr. Pustilnik with being ahead of his time in the arcane world of automated execution services, while faulting him on ot being able to capitalize on his inovations. But now that Mr. Pustilnik taking aim at the retail discount xecution business, Wall Street is taking otice.



Investor interest is reflected in Instinet's stock price, which within the past few weeks has climbed to the $40 bid level. Last October it traded at $8 bid. The stock, with just over one million shares outstanding, trades over the counter but is not listed on the NASDAQ system.

Instinet earlier contacted technology and financial services firms in search of corporate investors willing to provide capital to bring the system to market. After receiving a positive response, the company decided instead to make a private secondary stock offering, rather than seeking a major corporate partner.

In early February Instinet, with 1982 revenues of less than $3.5 million, concluded a $5 million equity private placement to raise capital for its marketing effort. Major investors now include William Lupien, general partner of Trading Company of the West, who was elected Instinet president and member of the board, and Tony Forstmann, principal of the well-known, aggressive money management firm, Forstmann-Leff Associates. Trading Company of the West is the largest specialist firm on the Pacific Stock Exchange.

Instinet clears its trades through the wholesale broker Securities Settlement Corp., which was purchased by the Travelers Corp. insurance company last year.

The hardware for the system was developed by Applied Digital Data Systems, a division of NCR Inc. ■

Biscayne . . .

Continued from page 3

from federal regulators that the deal was not going to be approved.

The termination of the branch sale is a serious setback for the $1.8 billion-asset Biscayne, a troubled thrift that had negative net worth of $22.5 million at the end of 1982. The branch sale would have given the Miami thrift a much needed $56 million capital gain.

Biscayne said Monday, however, that discussions between its largest shareholder and federal regulators about a proposed capital infusion plan "are at an advanced stage." It said the capital infusion would put Biscayne's net worth substantially above regulatory requirements.

That major shareholder is Kaufman & Broad Inc., a Los Angeles-based housing and insurance company. It owns about one-fourth of Biscayne's outstanding stock and holds a majority of the seats on the thrift's board of directors.

Branch sales between S&Ls have generated a certain amount of criticism, in large part because of the way the two parties account for them. The seller gets an immediate boost to capital, and the buyer can report paper income as a result of the use of the purchase method of accounting. ■

Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Colorado, Connecticut, Delaware, the District of Columbia, and the state of Florida are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

COLORADO

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 30, 1981*	Rank 12/31/81	Gain
1	IntraWest Bank of Denver NA	1,671,914,000	1,283,816,000	2	+1
2	United Bank of Denver NA	1,660,198,000	1,595,979,000	1	
3	Colorado National Bank, Denver	947,723,000	882,991,647	3	
4	Central Bank of Denver	823,098,000	754,875,663	4	
5	Denver National Bank	291,269,841	281,057,858	5	
6	First Interstate Bank of Denver NA	258,482,569	206,486,375	7	+1
7	First National Bank, Colorado Springs	227,399,043	218,092,064	6	
8	First Interstate Bank of Fort Collins NA	196,701,672	175,167,940	9	+1
9	Metro National Bank, Denver	180,920,000	177,643,686	8	
10	University National Bank, Denver	172,861,000	157,096,342	11	+1

CONNECTICUT

1	Connecticut Bank & Trust Co. NA, Hartford	3,694,611,000	816,558,000	5	+4
2	Connecticut National Bank, Hartford	3,301,934,000	2,229,327,000	2	
3	Union Trust Co., Stamford	1,177,567,000	1,050,831,000	3	
4	Colonial Bank, Waterbury	1,034,800,000	996,624,521	4	
5	Citytrust, Bridgeport	773,215,000	603,734,000	7	+2
6	First Bank, New Haven	530,426,000	531,731,000	8	+2
7	United Bank & Trust Co., Hartford	330,975,393	311,087,000	9	+2
8	Putnam Trust Co., Greenwich	192,379,072	170,178,593	10	+2
9	New Britain National Bank	143,591,000	132,659,000	11	+2
10	Westport Bank & Trust Co.	137,594,000	124,828,000	13	+3

DELAWARE

1	Wilmington Trust Co.	1,151,005,000	1,137,688,000	1	
2	Morgan Bank (Delaware), Wilmington	1,027,150,000	.....	...	
3	Bank of Delaware, Wilmington	726,989,000	669,304,984	2	
4	Delaware Trust Co., Wilmington	602,940,689	542,903,000	3	
5	Chemical Bank (Delaware), Wilmington	592,905,000	.....	...	
6	Girard Bank Delaware, Dover	300,941,000	267,858,000	4	
7	Chase Manhattan Bank (U.S.A.) NA, Wilmington	186,385,000	.....	...	
8	Sussex Trust Co., Laurel	138,295,600	120,193,700	5	
9	Maryland Bank NA, Newark	123,946,385	.....	...	
10	Provident of Delaware Bank NA, Wilmington	102,442,000	.....	....	

DISTRICT OF COLUMBIA

1	Riggs National Bank, Washington	3,053,836,000	3,002,749,000	1	
2	American Security Bank NA, Washington	2,673,937,000	2,405,714,000	2	
3	National Bank of Washington	876,288,000	819,666,680	3	
4	First American Bank NA, Washington	645,886,484	541,346,442	4	
5	NS&T Bank NA, Washington	490,529,000	485,878,000	5	
6	Madison National Bank, Washington	177,673,495	161,283,237	6	
7	District of Columbia Nat'l Bk, Washington	170,276,709	128,704,676	7	
8	Security National Bank, Washington	142,544,627	108,660,549	8	
9	Industrial Bank of Washington	59,552,000	55,990,000	9	
10	National Bank of Commerce, Washington	52,025,733	46,159,406	12	+ 2

FLORIDA

1	Southeast Bank NA, Miami	5,554,736,000	5,008,198,000	1	
2	Atlantic Nat'l Bk of Florida, Jacksonville	1,986,463,000	1,674,768,000	2	
3	Barnett Bank of South Florida NA, Miami	1,484,908,461	1,177,970,000	3	
4	Sun Bank NA, Orlando	1,335,745,000	1,019,732,000	4	
5	Exchange B & T Co. of Fla. NA, Tampa	1,140,809,000	585,568,000	7	+ 2
6	First National Bank of Florida, Tampa	1,063,930,000	912,122,000	5	
7	NCNB National Bank of Florida, Boca Raton	737,448,864	474,407,000	10	+ 3
8	Flagship National Bank, Miami	733,982,000	632,137,027	6	
9	Florida National Bank, Jacksonville	632,931,000	455,187,000	11	+ 2
10	Sun Bank/South Florida NA, Ft. Lauderdale	631,840,000	198,858,000	37	+27

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Mich., Va. . . .

Continued from page 3

FSLIC's capital outlay. The Bank Board said the estimated present value cost of the FSLIC assistance was $5.4 million.

Richard Platt, senior vice president and director of marketing at First Federal of Michigan, said in an interview Monday that the thrift considered Virginia, especially the southeast section, to be an attractive market. He said negotiations to acquire the two Newport News thrifts began late last fall.

Mr. Platt described the area served by the two thrifts to be "a growing market, very stable, with low unemployment and pretty good diversification." He cited shipbuilding and other military-related businesses in the Newport News area as well as the tourist trade in Williamsburg and Virginia Beach.

As for the problems at the two thrifts that led to the acquisition, Mr. Platt said these were typical of industrywide problems, with the S&Ls having fixed-rate assets in their portfolios and an escalating cost of funds. Management and employees of the thrifts were remaining with Bay Savings Bank.

W. Ballard Preston Jr., who had been president of the former Peninsula Savings, was named president of Bay Savings Bank, and Robert Williams, president of the former First Federal of Newport News, became executive vice president of the new savings bank.

Mr. Platt said the Michigan thrift chose to form the new institution as a savings bank rather than as a savings and loan because current rules for savings banks offer greater flexibility to make consumer loans and other investments than those for S&Ls.

In the assisted merger of Leader Savings into Pelican Home & Savings, the FSLIC agreed to make a cash contribution of $15 million and to indemnify Pelican for any undisclosed liabilities or possible litigation from the merger. Pelican agreed to repay $7 million of the cash contribution with interest to the FSLIC. The Bank Board said the estimated present value cost of the transaction to the FSLIC was $8 million. ■

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Utica Bankshares of Tulsa Boosting Capital Infusions After Large Loss

Mercantile Texas, Private Investor Are Buying More Equity

By JOHN P. FORDE

NEW YORK — Utica Bankshares of Tulsa, Okla., faced with a dire need for capital after declaring a $20.5 million 1982 loss, has expanded its equity infusion agreements with two sources and replaced its president.

Utica National Bank, the firm's lead institution, was one of the few southwestern banks to invest heavily in Penn Square Bank of Oklahoma City. Utica was left holding about $14 million in loan participations when Penn Square failed last summer.

The 1982 loss dropped shareholders' equity to a dangerously low $4.3 million at yearend from $22 million a year earlier and $27.5 million at Sept. 30. The infusion will bring shareholders' equity back to around the yearend 1981 level.

The $375 million-asset holding company had estimated last December that it would lose $6.5 million in 1982, due to a special loan-loss provision primarily against energy-related credits.

The loan loss provision turned out to be a $29 million hit to earnings. At yearend, the firm's reserve for loan losses stood at $11.8 million, or 4.7% of loans, compared with $2.5 million, or 0.82% of loans at yearend 1981. That year, the firm had an income before securities transactions of $3 million, or $3.58 a share.

A Utica official said the difference between the December estimate and 1982's actual loss was caused by the recognition of more problem credits than expected.

➳ Utica: Page 15

Senator's First Bid to Repeal Withholding Law Is Derailed

By ANDREW ALBERT

WASHINGTON — The first legislative attempt to prevent withholding on interest and dividend income crumbled in the Senate this week under intense pressure from congressional leadership.

But opponents of the 10% withholding plan more legislative manuevers over the next several weeks — and some sooner — to stop the tax-collection law that is scheduled to begin July 1.

Sen. Robert W. Kasten Jr., R-Wis., tried unsuccessfully to amend his repealer bill to an agricultural measure that would bolster farm commodity prices.

Congressional leaders favoring tax withholding managed to force Mr. Kasten to withdraw his amendment, arguing that his rider would jeopardize the agricultural program.

"We are going to continue to work for repeal of withholding, and I believe we are going to be successful," Mr. Kasten pledged after agreeing to abandon his attempt to kill the tax provision.

Aides said Mr. Kasten hopes to attach his repeal bill to one of several revenue measures expected to be considered by the Senate in the next few weeks.

His next attempt is expected this

➳ Withholding: Page 15

Thrifts Switch Charters to Be 'Banks'

Move Seen as Aid to Breaking into Commercial Lending

By KAREN SLATER

NEW YORK — A small name change can make a big difference. That's what the president of the former First Federal Savings & Loan Association of Cleveland says two months after his thrift became First Federal Savings Bank.

The Cleveland institution is one of many thrifts around the country that are getting ready to make loans to businesses. And president Charles "Bud" Koch says First Federal has now overcome one of the major hurdles to achieving that goal — the widespread perception in the business community that S&Ls are mortgage lenders only.

Local businessmen have remarked on First Federal's change to a "bank." They have said things like, "I assume you'll be getting into commercial lending soon," Mr. Koch relates.

First Federal of Cleveland changed its name in conjunction with an actual switch from a federal S&L to a federal savings bank charter. It was the first of around 20 S&Ls to convert since the charter switches were authorized by the Depository Institutions Act of 1982. (Before the new law, the savings bank industry was primarily state-chartered and based in a relatively small number of states.)

➳ Charters: Page 3

S&Ls Converting To Savings Banks
Preliminary Approvals By FHLB District

Atlanta	8
Boston	10
Chicago	0
Cincinnati	3
Des Moines	7
Indianapolis	3
Little Rock	6
New York	2
Pittsburgh	0
San Francisco	4
Seattle	3
Topeka	4
Total	50

Source: District Federal Home Loan Banks. Data as of Feb. 25, 1983. All S&Ls have received conditional approval. A minority have completed the conversion process and are now operating as savings banks.

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Kaufman . . .

Continued from page 4

drive and fiduciary responsibility of financial institutions. Moreover, the monetary authorities then would have tighter control over the total credit-creation process, which currently relies heavily on interest-rate movements.

Because financial markets are increasingly linked internationally, a more formal arrangement among major central banks may also have to be instituted to stabilize financial conditions.

In the meantime, managing financial institutions will become more demanding. Decentralization of control will prove dangerous because of the diversity of risk-taking within major financial institutions.

Indeed, evaluating risk and reward within financial institutions will become increasingly difficult. Both hedging and arbitraging activities involving domestic and international transactions will swell balance sheets, making it difficult to establish prudent rules for leveraging.

While young people in financial institutions will be able to maximize their technical skills early in their careers, as financial innovation brings forth new products and trading techniques, managers will have to control this youthful zeal. The new technicians will try to maximize profits, perhaps without the regard for the mission of the institution or for the totality of the risk involved.

The monitoring of performance and the evaluation of risk-taking will require improved management surveillance. Otherwise, the control and destiny of a financial institution may be swept away by shortsighted people lacking historical perspective.

In any event, the two principal assets of financial institutions will continue to be people and capital. I have already commented on the need to manage new people.

Concerning capital, I find that many institutions are inadequately prepared for the demanding times ahead. A more liberal treatment of capital requirements by the authorities is not the answer.

The solution lies with the genuine enlargement of capital and the improvement in the quality of financial assets.

In institutional portfolio management, the task will continue to be very challenging. The menu of investment alternatives is continually being expanded with many new domestic and international offerings, ranging from short to long maturities and from real to financial assets of varying liquidity and quality.

Forming value judgments among such a huge number of alternatives is by itself extraordinary. New instruments, which by definition have no historical performance record, cannot be analyzed in this way.

If one assumes that financial market volatility is here to stay, making relative value judgments based on historical experience will also be endangered by the potential of discontinuity with past events.

The return of moderate movements in values, however, would mean the resumption of relative value trading and investment practices. Underlying this development would have to be stable and more predictable behavior in economics and finance.

For the time being, I suspect portfolio managers generally will make decisions on shorter-term price movements rather than relying on the longer, more fundamental view that dominated portfolio decisions of the 1950s and 1960s.

In the final analysis, it would be foolish for those of us in financial institutions to believe that institutions as a whole can immunize themselves from the risks associated with a poorly performing economy and world order.

No credit instrument or trading technique can accomplish such a wonder. Our behavior, however, can have an important influence on economic performance. This is why we cannot ignore our fiduciary responsibilities, why our behavior will always be under public scrutiny, and why the financial system must be organized in such a way that it helps to stabilize the world of economic activity without dominating or damaging it. ■

FNH Corp. Gets Approval

CLEVELAND — The Federal Reserve Bank of Cleveland has approved the application of FNH Corp., Herminie, Pa., to become a bank holding company by acquiring the First National Bank of Herminie. ■

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Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Georgia, Hawaii, Idaho, Illinois and Indiana are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

GEORGIA

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	Citizens & Southern Nat'l Bk, Atlanta	3,928,721,000	3,259,345,000	1	
2	First National Bank, Atlanta	2,786,923,000	2,267,638,000	2	
3	Trust Company Bank, Atlanta	1,637,230,000	1,364,148,000	3	
4	Bank of the South NA, Atlanta	779,691,000	794,210,000	4	
5	National Bank of Georgia, Atlanta	460,702,000	381,794,000	5	
6	Georgia Railroad Bk & Tr Co., Augusta	388,356,000	352,360,000	6	
7	Savannah Bank & Trust Co.	347,621,344	273,612,921	7	
8	Columbus Bank & Trust Co.	301,181,239	259,026,000	8	
9	First Georgia Bank, Atlanta	248,970,975	155,715,000	12	+ 3
10	First National Bank, Columbus	243,957,774	178,058,692	10	

HAWAII

1	Bank of Hawaii, Honolulu	2,579,918,000	2,320,603,000	1	
2	First Hawaiian Bank, Honolulu	1,933,283,000	1,732,316,000	2	
3	American Security Bank, Honolulu	423,553,000	380,777,274	4	+ 1
4	Central Pacific Bank, Honolulu	378,760,000	386,207,849	3	
5	City Bank, Honolulu	282,531,224	258,266,965	5	
6	Liberty Bank, Honolulu	210,185,884	179,385,193	6	
7	Hawaii National Bank, Honolulu	159,397,000	148,838,000	7	
8	Bank of Honolulu	51,716,000	33,314,000	8	

IDAHO

1	Idaho First National Bank, Boise	1,738,552,000	1,582,158,000	1	
2	First Security Bank of Idaho NA, Boise	1,243,151,527	1,162,732,605	2	
3	First Interstate Bank of Idaho NA, Boise	580,738,126	504,986,475	3	
4	Idaho Bank & Trust Co., Pocatello	328,693,000	320,647,718	4	
5	Valley Bank, Idaho Falls	194,854,867	159,200,644	5	
6	Twin Falls Bank & Trust Co.	113,141,921	108,375,891	6	
7	First Nat'l Bk of No. Idaho, Wallace	77,629,000	73,613,000	7	
8	Bank of Commerce, Idaho Falls	74,165,617	66,985,742	8	
9	Treasure Valley Bank, Fruitland	69,076,999	59,401,000	9	
10	First Bk & Trust of Idaho, Malad City	51,939,734	48,488,000	10	

ILLINOIS

1	Cont'l Illinois NB&T Co., Chicago	28,635,668,000	29,881,262,000	1	
2	First National Bank, Chicago	27,495,357,000	25,867,640,000	2	
3	Harris Trust & Savings Bank, Chicago	4,727,252,000	4,574,817,000	3	
4	Northern Trust Co., Chicago	4,100,789,000	4,318,122,000	4	
5	American NB&T Co., Chicago	2,281,719,000	2,083,569,500	5	
6	LaSalle National Bank, Chicago	861,691,000	984,149,000	6	
7	Exchange National Bank, Chicago	843,718,000	471,184,000	8	+1
8	Bank for Svgs & Loan Assns., Chicago	562,904,216	389,192,000	12	+4
9	Northwest National Bank, Chicago	488,692,043	409,456,897	11	+2
10	Lake View Trust & Savings Bank, Chicago	468,524,867	429,961,515	10	

INDIANA

1	American Fletcher NB&T Co., Indianapolis	2,074,983,000	1,959,159,000	1	
2	Indiana National Bank, Indianapolis	1,785,310,000	1,806,822,000	2	
3	Merchants National B&T Co., Indianapolis	1,322,443,000	1,251,477,233	3	
4	Gainer Bank NA, Gary	553,507,373	504,853,341	5	+ 1
5	Lincoln National B&T Co., Fort Wayne	533,720,979	529,386,427	4	
6	Old National Bank, Evansville	490,865,559	452,484,154	7	+ 1
7	Citizens National Bank, Evansville	484,257,000	412,943,762	9	+ 2
8	Fort Wayne National Bank	477,542,097	473,806,867	6	
9	First Source Bank, South Bend	435,154,573	431,036,556	8	
10	First National Bank, Elkhart	415,603,208	334,853,335	11	+ 1

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Cap Actions . . .

Continued from page 2

have been major purchasers of the notes because they offer an effective investment for the variable rate funds brought in by the new deregulated money market accounts.

The interest rate will be set weekly at 100 basis points above the latest bond-equivalent 91-day Treasury bill auction rate, beginning with the Treasury bill auction held on March 14, 1983. The notes are repayable, at 100% of their principal amount plus interest accrued to the repayment date, in whole or in part on March 10, 1986, and March 10, 1988, at the option of the holder Citicorp may not recall the notes prior to maturity.

■

First Atlanta Corp., Atlanta, is planning a $50 million 10-year note issue to be offered through an underwriting group managed by Salomon Brothers Inc.; Merrill Lynch White Weld Capital Markets Group; Robinson-Humphrey/American Express Inc. and Keefe, Bruyette & Woods Inc.

First Atlanta, a $4.5 billion-asset bank holding company, said net proceeds of the offering will be used for general corporate purposes, including an advance to the firm's lead bank, the First National Bank of Atlanta. The advance will be used to support the bank's expansion and acquisition programs.

■

Mercantile Bankshares Corp., Baltimore, plans to buy back up to 200,000 of its own common shares on the open market or through privately negotiated transactions. The company had 5.6 million shares outstanding at yearend 1982.

The most recent authorization leaves the firm with board permission to repurchase a total of 270,000 shares. In December of 1981, the company authorized a similar 200,000 share buyback under which it has bought 130,000 shares to date.

The $1.7 billion-asset bank holding company said the shares would be held as treasury stock for use in possible acquisitions, the company's dividend reinvestment plan, or other corporate purposes. ■

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American Banker

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Fed for Ending US Preemption Of State Ceilings

By LISA J. Mc CUE

WASHINGTON — The Federal Reserve Board opposes extending a federal preemption of state interest rate ceilings for credit, even though the agency disagrees with those state limits in the first place, according to Fed Governor Nancy H. Teeters.

Governor Teeters, testifying before the House subcommittee on consumer affairs and coinage Thursday, said the board prefers that usury ceilings be addressed by "corrective action at the state level."

"Despite the board's opposition to artificial constraints on credit availability, we continue to have reservations about federal intrusion into an area long regulated by the individual states," she told the subcommittee.

The federal preemption was authorized by the 1980 Depository Institutions Deregulation and Monetary Control Act for a three-year period and is scheduled to expire April 1. It affects

➳ Usury: Page 16

Merrill Lynch and Bankers Trust Team Up for New TIGR Offering

Zero Coupon Securities Are Aimed at Retail Market

By SCOTT McMURRAY

NEW YORK — Merrill Lynch & Co. and Bankers Trust Co. on Thursday began to jointly offer $300 million of Treasury Investment Growth Receipts — known as TIGRs — to the broker's retail customers.

TIGRs are depository receipts written against Treasury securities, and they pay principal and interest upon maturity.

This latest offering, Merrill's fourth since TIGRs were introduced last year, is the first TIGR offering to be comanaged.

Daniel Napoli, Merrill head of government trading, said a co-manager was chosen to attract accounts that may need more than one marketmaker to satisfy fiduciary requirements.

The TIGRs offered Thursday are due each April 15 from 1983 to 1989. Merrill maintains a secondary market in all of its TIGR issues. Including this latest offering, Merrill Lynch has issued $4.85 billion worth of TIGRs.

Mr. Napoli noted that Merrill's first two TIGRs were for 30 years, and the third was for 10 years. TIGR maturities have been shortening in response to

➳ TIGRs: Page 15

Southern Files Under Chapter 11

Butcher Firm Seeks Protection Pending Reorganization

Special to the American Banker

KNOXVILLE, Tenn. — Southern Industrial Banking Corp., the Knoxville industrial loan and thrift company controlled by C.H. Butcher Jr., Thursday morning filed for reorganization under Chapter 11 of the federal bankruptcy laws.

The petition protects the 54-year-old company from creditors, including an estimated 6,000 holders of investment certificates, while it tries to reorganize and pay its debts. Investors drained about $27 million of Southern Industrial's funds following the collapse of brother Jake Butcher's United American Bank of Knoxville Feb. 14.

The filing came three days after the firm, started in 1929 by Cecil H. Butcher Sr., father of C.H. and Jake, announced it would file, and four days after it stopped redeeming maturing certificates of investment. It has about $52 million in assets, according to the State Department of Insurance, which regulates the firm. However, the petition did not list its total assets or liabilities, or the amounts owed to individuals.

However, the filing did include the names of the 10 largest unsecured creditors to the corporation — excluding "insiders" — all evidently holders of investment certificates. Southern In-

➳ Southern: Page 14

Study Finds 20 Big Banks Pay Little Tax

Staff of Tax Panel Also Cites 'Burdens'

By JAY ROSENSTEIN

WASHINGTON — A congressional study of 20 large commercial banks concluded that the group paid relatively little in federal taxes on domestic 1981 income but had other tax-related "burdens" that raised their overall expenses.

The study, by the staff of the Joint Committee on Taxation, estimated that the 20 banks had a combined U.S. pretax income of about $2 billion but an effective domestic tax rate of only 2.7% that year.

But the report also pointed out that when studying bank taxes it should be noted that the institutions are encouraged by the tax laws to invest in low-yield bonds and leases, and that the government requires them to hold non-interest-bearing reserves.

The report was done at the request of Chairman Robert Dole of the Senate Finance Committee.

Mr. Dole, who has suggested bank taxes might be increased, has scheduled hearings on the subject for today.

The congressional report on bank taxes estimated the effective tax rates of banks and presented an overview of tax laws and practices. It did not make recommendations for changing the tax status of banks.

The American Bankers Association, in a statement released Thursday, said the joint committee staff "did an excellent

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Industry Groups Hold Summit
Leaders of the ABA and the IBAA met in St. Louis at a quietly arranged gathering to discuss expanding the powers of bank holding companies. It was sort of a survival conference: **WASHINGTON BANK NOTES**.....4

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Rainwater Named EVP At Bank of Southwest

HOUSTON — Charles V. Rainwater has been elected executive vice president of Bank of the Southwest.

Mr. Rainwater serves as manager of the resource management group and is responsible for bank investments, asset/liability management, and the finance function.

William F. Watt was named senior vice president of Southwest Bancshares Inc., the bank's parent company. He is head of the bank's marketing department with responsibility for product development, market research, advertising, and public relations.

Named vice presidents of holding company were Mark L. Bishop, who is responsible for market research activities; Charles S. Holden, responsible for the coordination of marketing activities in the Dallas-Fort Worth area; and Ronald C. Lemon, who will assume his new position on Feb. 1, will be responsible for coordinating the development of newly formed banks.

Mr. Watt served most recently as senior vice president and manager of the marketing division at Bank of the Southwest; Mr. Holden was vice president and manager, regional marketing for Bank of the Southwest; Mr. Lemon is currently president of Republic State Bank in Houston. ■

Baltimore Federal S&L Names 3 Executive VPs

BALTIMORE — Robert P. Kane, John G. Moran, and Thomas J. Reynolds have been elected executive vice presidents of the Baltimore Federal Savings & Loan Association. All previously were senior vice presidents of the association.

Mr. Kane, division head, financial and administration, joined Baltimore Federal in 1955. He was promoted to vice president, data processing in 1974, and senior vice president, division head, finance in 1977. He was elected chief financial officer of the association in 1980.

Mr. Moran, division head, community services, was employed by Baltimore Federal in 1979 as an assistant vice president, director of marketing. In January 1980 he was promoted to vice president of marketing and in January 1981 to senior vice president, division head, administration.

Mr. Reynolds, division head, lending, joined the association in 1957. In 1974 he was elected vice president in the lending division and in 1977 senior vice president, division head, administration. In January 1981, Mr. Reynolds became division head, lending. ■

Securities Group Names Ruth Executive Director

NEW YORK — Heather L. Ruth, executive director of the Municipal Assistance Corp. for the City of New York, has been named executive director of the Public Securities Association.

Mrs. Ruth will begin her new duties at the association on April 1. She succeeds Arthur Kalita, who left the post in November to join Morgan Guaranty Trust Co.

Mrs. Ruth joined the Municipal Assistance Corp. in 1980 and before that ran her own consulting firm. ■

Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Iowa, Kansas, Kentucky, Louisiana and Maine are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

IOWA

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	Iowa-Des Moines National Bank	800,002,000	745,295,000	1	
2	Bankers Trust Co., Des Moines	528,157,906	487,339,556	2	
3	Davenport Bank & Trust Co.	452,920,659	411,304,899	3	
4	Merchants National Bank, Cedar Rapids	406,129,523	373,456,637	4	
5	United Central Bank of Des Moines, NA	276,258,217	282,249,344	5	
6	Security National Bank, Sioux City	258,278,330	237,094,382	6	
7	National Bank, Waterloo	186,597,000	182,909,000	7	
8	Valley National Bank, Des Moines	166,851,858	150,743,000	9	+1
9	First National Bank, Iowa City	166,341,095	144,015,925	11	+2
10	Dubuque Bank & Trust Co.	162,261,266	158,756,316	8	

KANSAS

1	Fourth Nat'l Bk & Tr Co., Wichita	780,375,000	720,666,000	1	
2	First National Bank, Wichita	413,025,000	386,447,103	2	
3	First National Bank, Topeka	264,497,248	250,501,374	3	
4	Union National Bank, Wichita	230,780,000	208,029,000	5	+1
5	Commercial National Bank, Kansas City	224,423,000	227,236,580	4	
6	Merchants National Bank, Topeka	189,610,000	163,937,000	7	+1
7	Security National Bank, Kansas City	175,981,000	151,074,000	8	+1
8	Kansas State Bank & Trust Co., Wichita	173,250,712	168,307,379	6	
9	Hutchinson Nat'l Bank & Trust Co.	137,624,133	150,690,711	9	
10	MidAmerican Bk & Tr Co., Roeland Park	133,356,103	123,268,921	12	+2

KENTUCKY

1	First National Bank, Louisville	1,956,175,005	1,874,576,000	1	
2	Citizens Fidelity Bk & Tr Co., Louisville	1,587,157,000	1,531,023,000	2	
3	Liberty Natl'l Bk & Tr Co., Louisville	1,040,384,000	763,884,000	3	
4	First Security NB&T Co., Lexington	573,236,000	567,454,180	4	
5	Bank of Louisville & Trust Co.	476,574,369	432,994,000	5	
6	Pikeville Nat'l Bk & Tr Co.	232,516,220	220,915,900	7	+1
7	Citizens Bk & Tr Co., Paducah	194,088,539	174,076,812	9	+2
8	Central Bank & Trust Co., Lexington	185,425,163	188,820,716	8	
9	Peoples First NB & T Co., Paducah	180,015,619	159,064,916	14	+5
10	United American Bk of Ky. NA, Lexington	179,332,362	160,459,000	13	+3

LOUISIANA

1	Whitney National Bank, New Orleans	1,568,096,322	1,496,820,268	1	
2	Hibernia National Bank, New Orleans	965,868,000	896,948,000	2	
3	First Nat'l Bk of Commerce, New Orleans	935,477,000	850,979,000	3	
4	Louisiana National Bank, Baton Rouge	815,498,000	709,112,060	4	
5	First National Bank, Shreveport	744,249,000	697,172,000	6	+1
6	Commercial National Bank, Shreveport	717,826,000	700,956,000	5	
7	Guaranty Bank & Trust Co., Lafayette	663,824,229	600,280,562	7	
8	Fidelity National Bank, Baton Rouge	536,820,000	503,449,000	11	+3
9	Calcasieu-Marine NB, Lake Charles	531,818,307	531,559,514	8	
10	American Bank & Trust Co., Baton Rouge	514,768,000	530,310,000	9	

MAINE

1	Maine National Bank, Portland	455,940,000	386,441,397	1	
2	Casco Bank & Trust Co., Portland	391,727,216	363,549,333	2	
3	Depositors Trust Co., Augusta	340,402,090	315,572,078	3	
4	Merrill Trust Co., Bangor	306,228,642	285,376,315	4	
5	Northeast Bank, Portland	260,686,000	232,554,000	5	
6	Canal National Bank, Portland	215,678,433	204,741,000	6	
7	Northern National Bank, Presque Isle	163,367,779	155,265,298	7	
8	Northeast Bank & Trust Co., Bangor	92,539,556	86,978,000	8	
9	Federal Trust Co., Waterville	86,409,398	77,705,049	9	
10	Bar Harbor Banking & Trust Co.	71,877,324	61,303,250	12	+2

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

1st Empire Pres. Adds Bank Chairman Post

BUFFALO, N.Y. — Robert G. Wilmers, 48, president and a director of First Empire State Corp., has been elected to the additional post of chairman of Manufacturers & Traders Trust Co., anchor bank of the multibank holding company.

Mr. Wilmer succeeds Claude F. Shuchter, who did not stand for reelection as chairman and director in anticipation of his previously announced April retirement.

Andrew B. Craig 3d is president and chief executive officer of Manufacturers & Traders and member of the executive committee.

Newly elected directors of the bank are Brent D. Baird, a general partner of Trubee Collins & Co., and Robert J.A. Irwin Jr., president and director of Niagara Share Corp. ■

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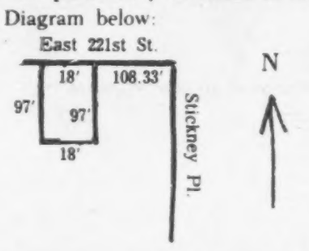
Notice of Foreclosure

Supreme Court, Bronx County-RIDGEWOOD SAVINGS BANK, Plaintiff vs. GEORGE RICHARDS, et. al., Defendants. Pursuant to a Judgment of Foreclosure and Sale dated Jan. 11, 1983, I, the undersigned Referee will sell at Public Auction on Mar. 25, 1983 at 10:00 A.M. in Room 118 - Mezzanine of the Bronx Supreme Court Building, 851 Grand Concourse, Bronx, N.Y., premises in the Bronx N.Y., situate and beginning at a point on the southerly side of E. 221 St., distant 108.33 ft. westerly from the corner formed by the intersection of the southerly side of E. 221st St. with the westerly side of Stickney Pl.; being a regular parcel of land 18 ft. by 97 ft. and more particularly described in said judgment. Diagram below:



Premises k/a 1124 E. 221st St., Bronx, N.Y. Sold subject to terms and conditions of filed judgment. Index No. 14631/82. JOSEPH A. MARTINIS, Referee. Chase, Burns & Murphy, Attorneys for Plaintiff, 73-09 Myrtle Ave., Glendale, N.Y.

Foundation Notice

NOTICE

The annual report of **THE MEHDI MAHBOUBIAN FOUNDATION LTD.** for the fiscal year ended February 28, 1983 is available at its principal office located at 521 5th Avenue, New York, New York 10017 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Mehdi Mahboubian, President.

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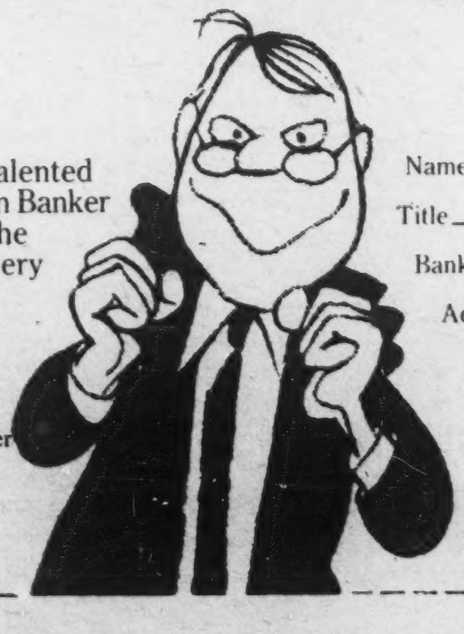

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Fight Brings Heat on Banks

Withholding Stand Draws Reagan into Fray

By JOSEPH D. HUTNYAN and ANDREW ALBERT

WASHINGTON — The drive by financial institutions to kill tax withholding of interest income has blossomed into a national issue, with the banking industry under attack from several directions.

Front pages throughout the nation last week published stories accusing banks of sabotaging a much needed bill to provide jobs for the unemployed. President Reagan in a televised news conference Friday denounced the antiwithholding campaign. Banks were theatened with a new "users" tax. Even some friends of the banking industry in Congress were complaining about the avalanche of mail generated by the repeal campaign.

The campaign to kill withholding shifted from the nation's business pages to its front pages when Sen. Robert W. Kasten, R-Wis., chose to use the popular $3.7 billion jobs bill as the

➳ Withholding: Page 9

Holding Companies Want Out Of Fed, Association Asserts

By LISA J. Mc CUE

WASHINGTON — The Association of Bank Holding Companies said Friday that its members would prefer not to be regulated by the Federal Reserve Board any more.

The trade group, which includes the largest banking organizations in the nation, said the present regulatory setup is too restrictive and places the industry at too much of a competitive disadvantage.

It recommended establishing a new federal financial regulatory agency that would replace four of the five existing ones now regulating commercial banks, thrift institutions, and credit unions.

Although similar suggestions have been made over the years by members of Congress and others, this is the first time that a major trade association has endorsed such a drastic revamping of the regulatory structure.

The holding company association, or

➳ Holding Companies: Page 7

Allied Irish Banks Adds to Diversity with First Maryland

By ROBERT TRIGAUX

LONDON — Six or seven years ago, a few members of Allied Irish Banks' management team attended a banking conference in Washington, D.C. After the conference ended, the AIB managers went on a tour to a nearby financial institution respected as a leader in bank technology.

That institution was First National Bank of Maryland in Baltimore — the lead bank of First Maryland Bancorp, which a week ago was announced as a planned acquisition for Allied Irish Banks Ltd., of Dublin, Ireland.

In telling this story, Patrick O'Keefe, group chief executive of AIB in Dublin, swears the mid-1970s tour of First Maryland by some of his staff was sheer coincidence. In fact, he said, it was Morgan Guaranty Trust Co. which searched for and found First Maryland for Allied Irish Banks, Ireland's biggest banking group.

The investment in First Maryland, in which AIB will acquire a majority interest over the next five years, would be the largest purchase in history by an Irish bank. In an interview with American Banker last week, Mr. O'Keefe said the acquisition was a logical step in AIB's strategy to strengthen its role as an international bank and enhance some recent aggressive moves to diversify.

"I see the U.S. dollar as the currency of international banking," Mr. O'Keefe said. "First Maryland, in addition to expanding our presence significantly in the U.S. — whch we see first to come out of this world recession — also represents a stable core of domestic U.S. deposits."

A Profile of First Maryland, Page 2

In the past 10 years, Allied Irish Banks has posted a 26% per year gain in assets, to $8.5 billion today, and a 29% annual rise in after-tax profits, according to Mr. O'Keefe. During the past five years, earnings per share have climbed an average of 12%, and dividends have risen 21% on average.

However, these impressive statistics, as Mr. O'Keefe and bank analysts in

➳ Allied Irish: Page 2

Lunchroom Bias Suit to Be Heard Tuesday

By GORDON MATTHEWS

NEW YORK — A bitter round in a government lawsuit accusing Louisiana's largest bank of job discrimination against blacks and women may come Tuesday when the Justice Department asks a federal judge in New Orleans to desegregate the bank's employee lunchroom.

Whitney National Bank of New Orleans vehemently denies the charges in the suit, the first brought against a bank in which the government alleges violations of former President Johnson's 1965 executive order barring discrimination by federal contractors.

To back its motion for a preliminary injunction regarding the lunchroom, the government submitted affidavits of former Whitney employees who say

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INSIDE

FDIC Transcript on Failed Bank
In today's edition is a transcript of the Federal Deposit Insurance Corp.'s Feb 14 discussions on the bids for the failed United American Bank of Knoxville, Tenn.: **REQUIRED READING**.....4

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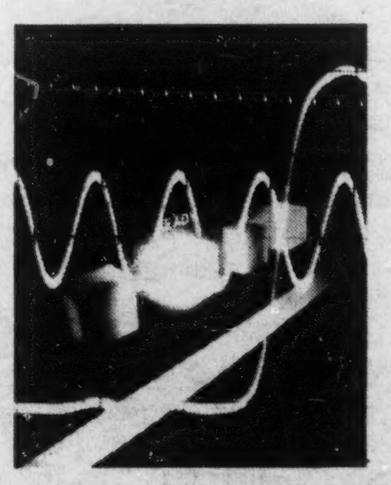

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Required Reading . . .

any personnel. We are going to be criticized no matter what decision we make. There are a lot of people who will criticize us for going out of state unnecessarily. There are people, if we take the First Tennessee offer, who will criticize us for not taking the only offer that conformed to the bidding procedures and what, on its face, in terms of hard, provable dollars appears to be a better offer. We are going to be criticized no matter what we do here, I reckon.

Mr. Sprague: Well, you know, we knew that going in.

Mr. Selby: My only concern is the fairness of your bidding package, and you know I understand what your concern is, Bill, and the cost, too. But, you know, if everybody plays by the same game, and we set the game I thought, I find it is hard to think you can go with someone that didn't play that game. That's my own thought. And, apparently, First Tennessee was told.

Mr. Sprague: Bill, what insurmountable problems do you see if we go with C&S?

Mr. Isaac: There are no insurmountable problems if we go with C&S that I am aware of unless First Tennessee tries to sue us to enjoin us. But I can't imagine they'd be doing that. They know —

Mr. Selby: Unless they what, sue you?

Mr. Isaac: Unless they tried to sue us to block us from doing it. But I can't believe that they would do that. They are much more responsible than that.

Mr. Sprague: It seems to me that's a lot more defensible. I would hate to have us on the first time we have gone through this process not go with what appears to be the best number, even though the appearances may not be reality.

Mr. Selby: They also make it very difficult in the future, if you have to go through —

Mr. Sprague: Well, that's what I am talking about.

Mr. Isaac: I don't put much credence in that. I don't think it is going to be much more difficult in the future. I think this deal can be explained as being thoroughly more attractive financially. The only criticism anybody can have is First Tennessee got away with submitting a nonconforming bid. But I don't think that is all that serious, and people are going to bid in the future. The bidding in this situation has been very aggressive, and it is not because they are trying to do us a favor. It is because they want to buy a bank in Tennessee across state lines.

But the reason why I wanted to call a meeting and have this lengthy discussion is I consider this to be a terribly close call. I don't think it's an obvious decision. I think any way we go we are going to be criticized. Any way we go is wrong. Any way we go is right. I haven't expressed an opinion, because I wanted to hear what you thought of it. I have tried to give you, as best I can, all the sides of it. That's where we are, and I guess what I need are your opinions. Joe?

Mr. Selby: Well, I feel very uncomfortable about switching out of the bidding stream and not going with C&S. And I really don't — I don't quite understand why C&S wants it, you understand. But they did bid $70 million in the first bid package and put the dollars to it. That's what comes in the top.

Mr. Isaac: Irv?

Mr. Sprague: I agree with you that it is very, very close. But I think, on balance, that we have to go with C&S.

Mr. Isaac: All right, I will make it unanimous. We will go with C&S on the basis that their bid is the only conforming bid we got, that First Tennessee violated clear bidding instructions, and we just have no choice. I so move.

Mr. Sprague: I second.

Mr. Selby: I concur.

Mr. Isaac: The meeting is adjourned.

[Whereupon, at 8:30 p.m., the meeting was recessed. The meeting was reconvened at 8:50 p.m.]

Mr. Isaac: Board meeting — I don't think I need a Sunshine motion. I just wanted to inform you of what is happening. I called Ron Terry and gave him the bad news. There are media camped out all around his bank, and he said, "What can I tell them, I can't get out of the bank without them seeing me?" I said, "I guess you are going to have to tell them that you believe that C&S is going to buy it, but we are just not going to confirm it for a while."

So that settled that, and we called the Atlanta people, and I asked them to bring John Poelker from C&S in the room to talk to me, because I wanted to encourage him to get the deal done quickly and get that bank opened. They delayed in bringing him in, and we found out that the delay is because the Comptroller's Office has some concern about how the bid will be capitalized or the goodwill amortized or something. So, I immediately called Ron Terry back and, fortunately, he had not said anything to anybody. So we are on hold.

Mr. Selby: Good.

Mr. Isaac: Ron is sitting there. The Comptroller's Office may resolve this however they wish, and I only hope that they will resolve it very quickly because we have got a deal to cut with one or the other of these two parties. So, I just wanted to inform you of where we are and to let you know that the evening may not be over.

Mr. Selby: Well, I cannot imagine why there was any misunderstanding on C&S' part.

Mr. Isaac: I don't know, Joe, and I am not trying to blame anybody.

Mr. Selby: No, I know. Should we be giving C&S a time limit?

Mr. Isaac: I think we must have this resolved within a few minutes, Joe, if you can.

Mr. Selby: Well, I am prepared to go forward if they want to give us a yes or no now.

Mr. Isaac: Pardon?

Mr. Selby: I think we ought to require a yes they are going to go forward with it or no.

Mr. Isaac: I do not know what it is all about. I am not in on those discussions.

Mr. Sprague: Bill, do they have to put up some more money tonight, is that the deal?

Mr. Isaac: I do not know what the deal is. I do not know what they are arguing about.

Mr. Selby: I think I know what the deal is.

Mr. Sprague: Well, tell us.

Mr. Selby: I think what they were counting on, Bill, is that the premium to the FDIC was all they had to put up. They considered that the capitalization of the bank.

Mr. Isaac: They never felt that they had to put any new capital in?

Mr. Selby: The capital to capitalize the bank.

Mr. Isaac: Are you talking about at the holding-company level, Joe, that you wanted them to raise some more capital, or in the bank or what?

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Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Maryland, Massachusetts, Michigan, Minnesota and Mississippi are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

MARYLAND

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	Maryland National Bank, Baltimore	2,842,731,000	3,149,977,000	1	
2	First National Bank, Baltimore	2,319,056,000	2,134,071,000	2	
3	Equitable Bank NA, Baltimore	1,887,183,000	1,674,739,000	3	
4	Suburban Bank, Bethesda	1,599,584,261	1,244,015,391	4	
5	Union Trust Co., Baltimore	1,188,013,000	1,075,654,000	5	
6	Citizens Bank & Trust Co., Riverdale	680,961,052	601,539,466	6	
7	Mercantile-Safe Dep. & Tr Co., Baltimore	571,083,463	543,668,250	7	
8	First American Bank of Md., Silver Spring	289,747,271	277,164,710	8	
9	Farmers & Mechanics Nat'l Bk., Frederick	242,479,000	229,039,000	9	
10	Peoples Security Bank, Landover	192,462,000	187,070,000	10	

MASSACHUSETTS

1	First National Bank, Boston	10,960,124,000	10,490,450,000	1	
2	Bank of New England NA, Boston	2,881,210,000	2,517,638,630	2	
3	State Street Bank & Trust, Boston	2,191,640,000	2,029,656,000	3	
4	Shawmut Bank of Boston NA	2,058,622,000	1,950,058,000	4	
5	BayBank Middlesex, Burlington	1,150,860,774	1,026,625,232	5	
6	Shawmut Worcester County Bank NA	642,487,000	635,771,000	6	
7	Arlington Trust Co., Lawrence	640,715,000	582,201,000	7	
8	BayBank Norfolk Cty. Trust Co., Dedham	600,730,744	528,454,233	8	
9	Third NB of Hampden Cty., Springfield	518,461,000	473,801,000	9	
10	BayBank Valley Trust Co., Springfield	494,072,000	468,529,169	10	

MICHIGAN

1	National Bank of Detroit	7,342,643,000	7,536,248,000	1	
2	Comerica Bank-Detroit	4,315,387,000	3,822,523,000	2	
3	Manufacturers National Bank, Detroit	3,424,475,000	3,492,007,000	3	
4	Michigan National Bank, Lansing	1,476,491,000	1,369,334,000	5	+1
5	Michigan National Bank, Detroit	1,333,835,000	1,475,581,000	4	
6	Old Kent Bank & Trust Co., Grand Rapids	1,271,933,000	1,213,105,000	6	
7	Citizens Commercial & Savings Bank, Flint	934,505,254	885,803,913	7	
8	City National Bank, Detroit	793,490,000	762,881,000	9	+1
9	Bank of the Commonwealth, Detroit	756,543,000	800,059,869	8	
10	Genesee Merchants Bk & Tr Co., Flint	740,159,000	736,123,000	10	

MINNESOTA

1	First National Bank, Minneapolis	3,575,182,000	3,173,563,000	2	+1
2	Northwestern National Bank, Minneapolis	3,137,712,000	3,279,847,000	1	
3	First National Bank, St. Paul	2,096,691,000	2,012,186,000	3	
4	F & M Marquette National Bank, Minneapolis	1,035,409,000	218,000,000	8	+4
5	Northwestern National Bank, St. Paul	313,145,000	289,597,000	4	
6	National City Bank, Minneapolis	291,978,000	279,911,941	6	
7	American National B & T Co., St. Paul	267,158,000	281,763,000	5	
8	Midland National Bank, Minneapolis	226,686,452	222,714,508	7	
9	Northwestern NB Southwest, Bloomington	201,622,677	197,589,231	10	+1
10	First National Bank, Duluth	193,958,858	199,419,000	9	

MISSISSIPPI

1	Deposit Guaranty Nat'l Bank, Jackson	1,389,523,000	1,288,672,000	1	
2	First National Bank, Jackson	1,146,037,863	1,134,655,000	2	
3	Grenada Bank	452,824,474	442,161,168	3	
4	Bank of Missisippi, Tupelo	434,370,293	365,343,384	4	
5	Hancock Bank, Gulfport	408,994,144	357,181,591	5	
6	First Mississippi Nat'l Bank, Hattiesburg	346,035,722	354,206,342	6	
7	Peoples Bank & Trust Co., Tupelo	261,962,419	246,744,676	8	+1
8	Mississippi Bank, Jackson	256,609,362	255,577,122	7	
9	National Bank of Commerce, Starkville	202,203,431	191,068,374	10	+1
10	United Southern Bank, Clarksdale	200,099,649	197,678,663	9	

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Solution to End-of-the-Week CROSSWORD

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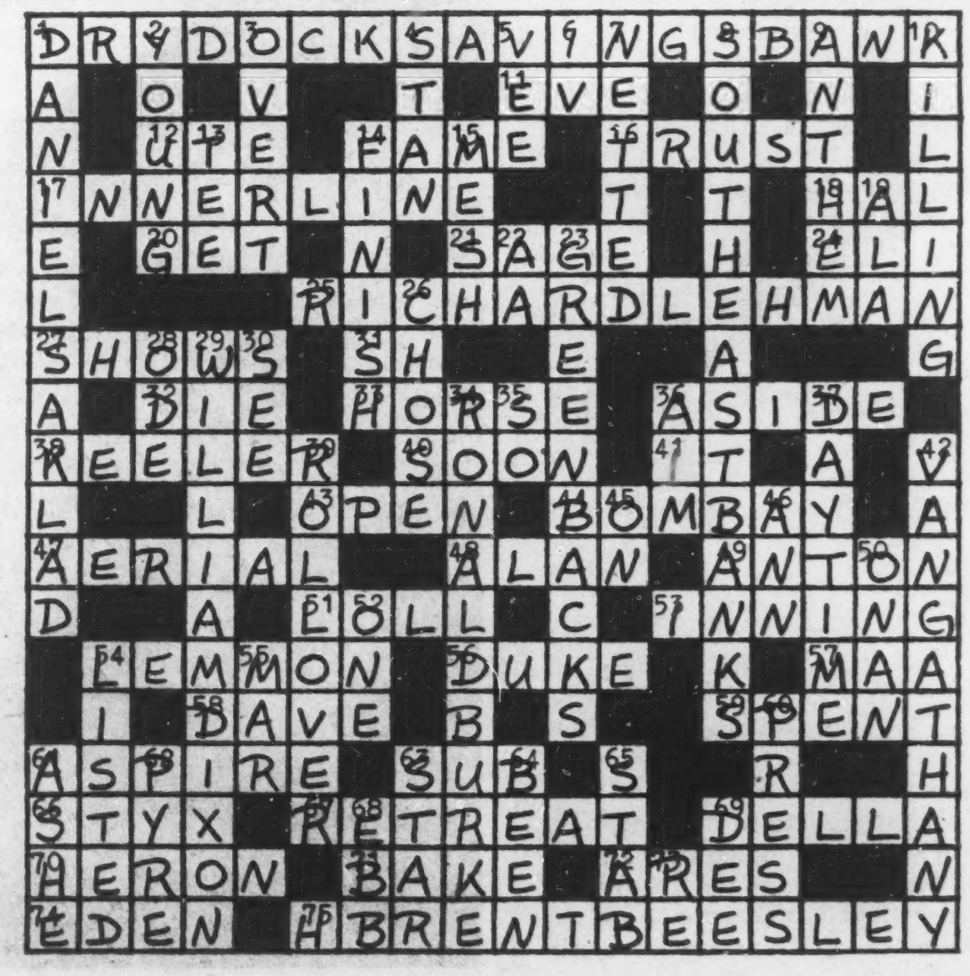

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Random Thoughts

By SANFORD ROSE

First Chicago is experiencing a measurable increase in the demand for fixed-rate business credit in the three-to-five-year range. In the last month or two, the bank has done about two to three times as much of this type of lending as it did in the fourth quarter of 1982.

Says senior vice president David Vitale: "A lot of borrowers had informal rate targets of about 12%. When they could get longer-term money at about that cost, they decided to fund their shorter debt."

How does First Chicago finance these longer extensions? Apparently on a matched-maturity basis with IRAs, longer-term consumer CDs, and Eurodollar deposits.

Mr. Vitale also indicates that First Chicago is actively looking at the possibility of issuing zero coupon CDs. As readers of this column are no doubt aware, this writer has long advocated the use of zero coupon deposits. One reason: Since the zero coupon vehicle has the same duration as maturity, it can be used to finance assets of longer nominal maturity without exposing the bank to enhanced interest-rate risk.

➳ Random Thoughts: Page 4

Comptroller Expected to Ease Proposed Loan Limit Formula

By JAY ROSENSTEIN

WASHINGTON — The Office of the Comptroller of the Currency is expected to ease a proposed formula for calculating lending limits of national banks.

The industry and members of Congress have criticized the formula as being too strict.

The proposal, issued in December, is intended to implement a section of the Depository Institutions Act of 1982 increasing the national bank loan limit to an individual borrower from 10% to 15% of capital and surplus.

Much of the debate concerns the agency's proposed plan for determining the 15% limit, primarily because of provisions that would require the aggregation of certain loans now calculated separately.

Many bankers have stated that the aggregation formula as proposed would deny them the full five-percentage-point increase intended under the law and, in some cases, be more restrictive than current limits.

Under the proposal, for example, a national bank would be required to group loans to customers who do 50% or more of their annual business with each other. Also, loans to a subsidiary of a company would be grouped with loans to all other subsidiaries, even when the parent company is not borrowing.

➳ Limits: Page 24

Pratt to Resign at Bank Board

By LISA J. Mc CUE

WASHINGTON — Richard T. Pratt, who has been chairman of the Federal Home Loan Bank Board during one of the savings and loan industry's toughest times ever, announced his resignation Monday.

He said he is leaving because he misses his family in Salt Lake City, feels he has accomplished what he set out to do, and because his government salary was not particularly attractive. The Bank Board chairman receives $68,400 a year.

When Mr. Pratt leaves — and he said he intends to exit by April 30 — it is generally believed that Edwin J. Gray will take his place.

Mr. Gray, a former Reagan administration adviser, has been nominated by the President to the third position on the Bank Board, which has been vacant since last summer. If approved by the Senate for that job, it is likely that he will subsequently be named chairman.

Mr. Gray's nomination is running

➳ Pratt: Page 8

Heller Stops Security Pacific Deal

Will Sell Finance Units to Fuji Bank of Japan

By JOHN MORRIS

CHICAGO — Walter E. Heller International Corp. surprised the banking world yet again by terminating a deal to sell its two finance units to Security Pacific Corp. of Los Angeles, and selling them instead to Fuji Bank Ltd.

Security Pacific had agreed to pay $400 million for Heller's domestic and international commercial finance operations. Fuji offered $425 million — $25 million more.

A spokesman at Security Pacific would only say, "We have been notified by Heller of this unilateral termination of the agreement in principle."

A Heller spokesman explained, "Fuji's offer was better. It was that simple."

Heller will still retain ownership of the $2.3 billion-deposit American National Bank and Trust Co. of Chicago.

Just two weeks ago Heller announced the sale of two of its three subsidiaries — the Walter E. Heller and Co. and the Walter E. Heller Overseas Corp. — to Security Pacific, leaving American National Bank as its only business. Analysts had expected it to sell the bank to support its two troubled finance subsidiaries.

Franklin A. Cole, chairman of Heller

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Trust Operations Review

Trust departments earn less from cash balances these days. Because of sweep programs, balances are smaller. And because interest-rate levels are down, the departments get an earnings credit at a lower rate on balances that remain. The people who run the TrustCompare program explain the hows and whys to David O. Tyson. See page....10.

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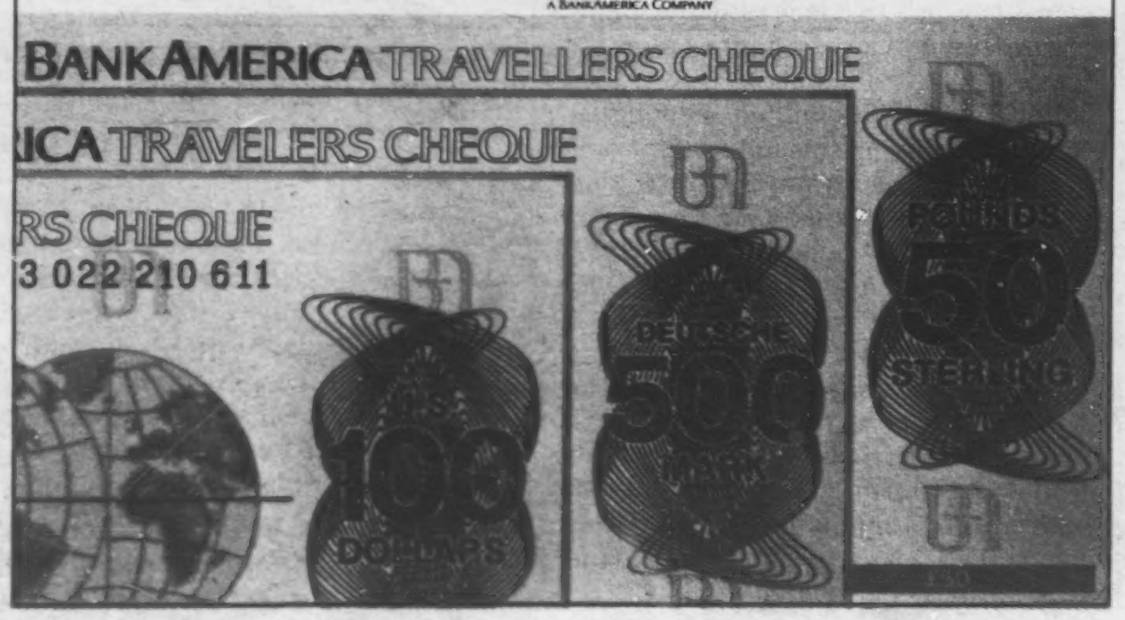

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Deregulation . . .

Continued from page 2

but also attempt to head off a major legislative debate by keeping consumer protection laws intact. After the committee vote, Ejner J. Johnson, Gov. Hughes' chief of staff, said the House would not accept such deregulation and a compromise would have to be worked out.

The version of the bill passed by the committee would:

•Allow banks issuing credit cards to charge an annual fee of any amount, from which interest would not have to be subtracted.

•Permit nearly any other fee on credit card accounts, such as a minimum monthly charge or a charge for each transaction. Interest could be levied from the day an item is charged, not from the due date of the bill.

•Permit banks to change the interest rate charged on credit card accounts and, after due notice, begin charging a higher rate on the account's entire outstanding balance.

•Permit customers to set up a line of credit at a bank, secured by anything from a home mortgage to a personal loan, on which they could draw by writing checks or using a bank card or other method.

•Allow loans in which the monthly interest rate could vary according to nearly any formula agreeable between the bank or finance company and the customer.

About the only state regulation that would be retained under the bill is the 24% ceiling on credit interest rates. Lender say this ceiling is so high that it is no restriction at all.

According to George L. Rayburn, assistant credit commissioner, the bill would result in higher fees to customers, but it would also make credit more available.

Sen. Jerome F. Connell, D-Anne Arundel County, one of the sponsors of the bill, argued that competition among banks and other lenders would keep charges down. "I think consumers would get a much better market to operate in with this bill," he said.

Sen. Connell said Maryland should have stopped regulating banks and other lenders long ago. If it had done so, he said, the state's largest banks would not have moved their credit operations to Delaware.

According to Carl E. Eastwick, chief legislative officer for Gov. Hughes, the administration is neutral on deregulation. This is an indication that the real debate will take place in the House. ■

New York State Mutuals Post Inflow in February

NEW YORK — New York State savings banks had a net inflow of $476 million in deposits and retail repurchase agreements in February.

The Savings Banks Association of New York State said this marked the third consecutive month of net inflows for the industry and the largest reported since March 1975's record $481 million inflow. The numbers are for 93 state-chartered savings banks.

The association attributed the inflows to new funds deposited in the money market rate accounts first offered last December. The money market deposit account accounted for a larger percentage of the inflow than the Super NOW account, Ira Scott, the trade group's president, said.

The state's savings banks reported a $13 billion inflow to the money market deposit account as of Feb. 28, up from $9.8 billion a month earlier. ■

Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Missouri, Montana, Nebraska, Nevada and New Hampshire are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

MISSOURI

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	Mercantile Trust Co. NA, St. Louis	2,452,331,000	2,243,394,000	2	+ 1
2	Centerre Bank NA, St. Louis	2,105,546,000	2,347,075,000	1	
3	United Missouri Bank of Kansas City NA	922,991,000	846,018,000	3	
4	Commerce Bank of Kansas City NA	819,200,000	783,363,000	4	
5	First National Bank, Kansas City	799,973,000	770,203,000	5	
6	Boatmen's National Bank, St. Louis	779,609,000	729,250,000	6	
7	County Bank of St. Louis, Clayton	440,812,657	410,458,807	7	
8	Centerre Bank of Kansas City NA	258,468,782	215,459,000	12	+ 4
9	Commerce Bank, Springfield	257,313,666	246,373,400	8	
10	County Bank of Tower Grove, St. Louis	225,024,000	225,208,000	9	

MONTANA

1	First Bank NA-Billings	231,987,065	225,471,454	1	
2	Security Bank NA, Billings	230,586,257	219,971,929	2	
3	First National Bank, Great Falls	158,766,000	150,418,000	4	+ 1
4	First Northwestern National Bank, Billings	156,493,047	161,830,000	3	
5	Northwestern National Bank, Great Falls	120,891,914	108,511,000	5	
6	First Bank Butte	111,574,000	102,604,000	6	
7	First Bank NA-Western Montana, Missoula	109,562,168	100,814,856	7	
8	First National Bank, Bozeman	100,665,000	92,865,000	9	+ 1
9	First Interstate Bank of Kalispell NA	98,928,000	85,284,000	10	+ 1
10	First National Bank, Anaconda	95,984,000	84,890,000	11	+ 1

NEBRASKA

1	Omaha National Bank	714,421,000	703,192,382	1	
2	First National Bank & Trust Co., Lincoln	534,193,786	498,347,808	2	
3	United States National Bank, Omaha	452,990,000	410,141,000	3	
4	First National Bank, Omaha	421,570,233	406,230,000	4	
5	National Bk of Comm. T&S Assn., Lincoln	274,607,388	255,223,000	5	
6	Northwestern National Bank, Omaha	145,953,000	138,463,000	6	
7	First National Bank, Hastings	142,788,000	132,862,000	7	
8	First National Bank & Trust Co., Columbus	127,867,505	116,634,019	8	
9	First National Bank, Grand Island	111,195,000	110,657,000	9	
10	DeLay First National B & T Co., Norfolk	106,561,871	102,266,000	10	

NEVADA

1	First Interstate Bank of Nevada NA, Reno	2,056,969,000	1,685,785,000	1	
2	Valley Bank of Nevada, Las Vegas	773,104,408	763,491,183	2	
3	Nevada National Bank, Reno	496,724,000	437,781,000	3	
4	Security Bank of Nevada, Reno	265,022,000	256,437,001	4	
5	Nevada State Bank, Las Vegas	151,513,000	152,453,000	5	
6	Pioneer Citizens Bank, Reno	98,739,000	91,084,000	6	
7	American Bank of Commerce, Las Vegas	31,121,000	20,300,000	7	
8	First National Bank, Ely	11,268,000	12,959,000	8	

NEW HAMPSHIRE

1	Indian Head National Bank, Nashua	244,265,330	236,696,000	1	
2	Bank of New Hampshire NA, Manchester	241,631,880	222,705,664	2	
3	BankEast, Manchester	197,919,000	170,299,000	3	
4	Nashua Trust Co.	156,640,098	146,420,191	4	
5	Indian Head B & T Co., Portsmouth	135,676,625	125,582,353	5	
6	Merchants National Bank, Manchester	131,629,024	107,128,444	7	+ 1
7	BankEast Savings Bank & Trust, Rochester	122,929,000	110,022,608	6	
8	Amoskeag NB&T Co., Manchester	101,992,822	92,963,322	9	+ 1
9	Concord National Bank	98,438,000	95,040,000	8	
10	First National Bank, Portsmouth	94,026,538	82,948,092	10	

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Georgia . . .

Continued from page 2

the shares tax.

Georgia has had trouble doing that, however, not least because revenues from taxes on financial institutions had traditionally gone to local governments, which had jealously guarded their prerogative with powerful legislative lobbies.

In addition, equality of taxation among institutions is now at issue, as the law passed in Georgia leaves open some questions in that respect.

As in other states, representatives of nonbank financial institutions point out that banks can now increase their federal securities and thereby reduce their tax liabilities.

The bill allows, but does not require, each of three levels of government to levy a 0.25% tax on gross receipts. Thus, municipal, county and state governments can each impose up to 0.25% in taxes. It is expected that the maximum will be charged at each level, meaning a 0.75% total tax.

Earlier, the legislature considered maximums of 0.30% and 0.35%. Hearings on those levels brought what one observer called "bitter" opposition from the larger banks.

To the end, the tax question — heightened by a current case brought by a Georgia bank against the old method of taxation — split opinion.

"There's no way you can please everybody," said Thomas C. Watson, executive vice president of the Independent Bankers Association of Georgia.

"We couldn't take a position on it because our membership couldn't even agree."

Another bill that was universally opposed by lenders was defeated. The bill, passed by the state House of Representatives, would have required lenders to protect their collateral when they held liens on grain and livestock, by informing potential buyers that they, the lenders, had a security interest.

Thus a lender, whose loan would still have been in force, could have seen the collateral sold away if the buyer had not been notified.

Also during the session, a bill that was called the Georgia Bankers Association's "number one" priority was passed and signed into law. The bill removed interest-rate ceilings on consumer loans of more than $3,000. ■

Union Officials Named Directors

Special to the American Banker

WASHINGTON — The National Bank of Washington has named to its board Richard L. Trumka, the new president of the United Mine Workers of America; Douglas Fraser, president of the United Auto Workers; and four others nominated by the United Mine Workers.

The United Mine Workers owns 76% of the once-troubled bank, but under agreements with federal regulators signed in 1980, its representatives can account for only one-third of the bank.

The agreements with the Office of the Comptroller of the Currency and the Federal Reserve Board were reached after the Washington Post reported in October 1980 questionable loans to directors close to the United Mine Workers.

Luther H. Hodges Jr., chairman of the bank, is seeking approval from the board to sell $20 million in common stock to shore up the bank's capital base. If successful, the additional stock would dilute the United Mine Workers' holdings to 56%. Total shareholder equity as of Dec. 31, 1982, was $59.26 million.

The bank also is organizing a holding company. ■

Family Sues . . .

Continued from page 2

out on parole for a bank robbery conviction.

Also named as a defendant by the suit was the United Mine Workers of America, the principal stockholder in National Bank of Washington. A spokesman for the bank said it was a policy of the institution not to comment on matters in litigation.

The suit further charged that a teller was killed in another branch of the bank under similar circumstances on Oct. 31, 1973. Afterward, it said, bank employees petitioned the management to install bullet-resistant barriers for tellers. ■

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United American an 'Insider' Bank: Isaac

By PHILLIP L. ZWEIG

WASHINGTON — Describing the failed United American Bank of Knoxville as an institution that "for years operated on the fringe of soundness," Federal Deposit Insurance Corp. Chairman William M. Isaac told a congressional panel Tuesday that UAB's borrowers, rather than the bank, actually "called the shots." This was largely because of the close personal and business relationships they had with "the man or men who made the decisions at UAB," Mr. Isaac said.

Jake F. Butcher, twice a Tennessee gubernatorial candidate and the driving force behind the 1982 Knoxville World's Fair, was chairman of the bank until shortly before it was declared insolvent Feb. 14 by Tennessee Banking Commissioner W.C. Adams.

In testimony before the House subcommittee on commerce, consumer, and monetary affairs, Mr. Isaac vigorously defended his agency's role in supervising the bank and in negotiating its merger with First Tennessee National Corp. once it was closed. Rep. Doug Barnard, D-Ga., was elected chairman of the committee earlier this year following the death of Benjamin Rosenthal of New York.

Specifically, the bank regulator dismissed charges made by some observers that the FDIC was "out to get" Mr. Butcher because he was a "high-profile politician" and that the agency did not act soon enough to correct the monumental lending and management deficiencies at the bank. And he denied that the FDIC showed "favoritism" to First

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Withholding Showdown Looms Today

Dole, Kasten Play Move, Countermove

By ANDREW ALBERT

WASHINGTON — Republican Sens. Robert Dole and Robert W. Kasten appear headed for a showdown today over the banking industry's struggle to block tax withholding on interest and dividend income.

Mr. Kasten of Wisconsin, backed by banking lobbies and millions of letter-writing constituents, is trying to kill the withholding laws by pinning a repealer amendment to an emergency jobs bill now under consideration.

Mr. Dole of Kansas has managed to stall action on the antiwithholding measure since last week. President Reagan has pledged to veto the job-creation bill if a withholding-repeal rider is attached.

Today, Mr. Dole is expected to use a complex parliamentary maneuver to halt debate on the jobs bill, which would likely prevent a vote on Mr. Kasten's repeal attempt.

But in what amounts to a parliamentary chess game on the Senate floor, Mr. Kasten believes he can counter the move by limiting Mr. Dole's filibuster, which has stalled repeal efforts since last week. Mr. Kasten said that about 70 of the 100 senators support his position.

If nothing else, the Senate should give a clear indication today of whether they believe the matter deserves a simple up or down vote.

Mr. Dole, chairman of the Senate Finance Committee, is bitterly opposed

➳ Withholding: Page 15

Technology Seen As Key Strategy Issue

Concern Over Control, Profits Expressed at Retail Meeting

By ROBERT TRIGAUX

MONTE CARLO — Not long ago, chief executive officers talked about global strategies and high finance but left technology to the data-processing departments.

Today, technology — its opportunities and problems — has become fundamental to the strategic planning of bank senior executives.

This was particularly evident at this week's opening session here of the European Financial Marketing Association's annual conference on retail banking. At this session, chief executives from some of the world's largest and most powerful retail banking institutions were optimistic about the potential new bank products that technology may make possible.

However, their optimism was tempered by concerns over maintaining management control, verifying profitability, and the role of human interaction in banking transactions.

Leland S. Prussia, chairman of Bank of America NT&SA of San Francisco, told the meeting that technology will assist BofA in both helping to segment retail markets and in lowering the cost of delivering services.

"In the upscale markets, technology adds quality to service offerings," Mr. Prussia said. He cited its contribution

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Treasury Urges Stricter Controls On Export of Cash

By LISA J. Mc CUE

WASHINGTON — The Treasury Department urged Congress to tighten legislation intended to prevent millions of dollars from filtering out of the country to be "laundered" or to evade taxes.

John M. Walker Jr., assistant secretary of Treasury's enforcement and operations, said that despite the government's successes in cracking down on the illegal transport of cash, "much more needs to be done."

The money that is illegally taken out of the country generally consists of legitimate earnings that are then hidden to avoid taxes. Or it consists of gains that are achieved through illegal activities, such as drug trafficking.

In addition to Congress tightening the legislation, Mr. Walker said that

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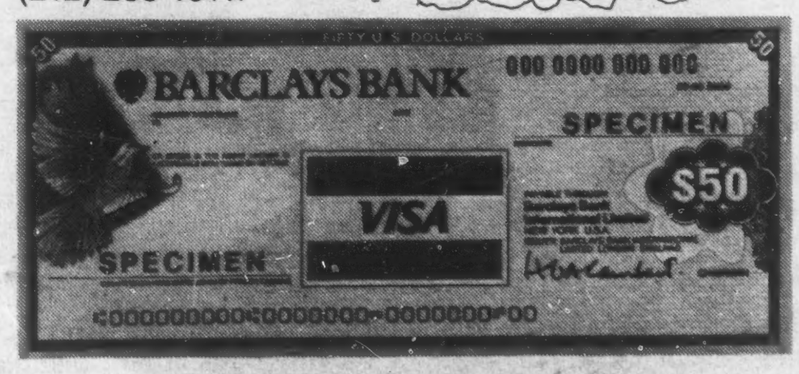

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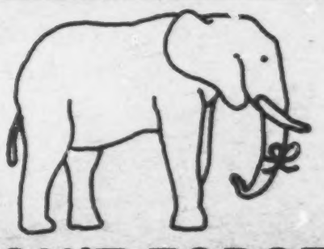

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Arkansas . . .

Continued from page 2

The Little Rock facilities may need expansion, the Arkansans concede. But there is plenty of office space in and around Little Rock that could accommodate the bank's needs.

The Arkansans also concede that Little Rock is not a financial center, as is Dallas. But Des Moines, Topeka, and Indianapolis are far from being financial puwerhouses, and each of those cities has a Federal Home Loan Bank.

Finally, moving the bank would be a devastating blow to the Little Rock economy. The bank employs 168 people with an annual payroll of about $2.5 million.

This controversy is nothing new. In fact, this is the third time in the last five years that the same proposal has been made to move the bank to Dallas. And the arguments each side espouses haven't changed.

This latest effort, though, has taken on some new twists. The Bank Board is polling members in the district's other states — Louisiana, Mississippi, and New Mexico — on their views about where the district bank should be located. Questionnaires were mailed out last week, and the results are to be tabulated by a private accounting firm by April 4.

But the Bank Board said its decision won't be bound to the poll's results.

And the Arkansas congressional delegation has stepped into the issue. The state's lawmakers in Washington have put an "informal hold" on the confirmation of Edwin Gray as a member of the Federal Home Loan Bank Board. Many expect Mr. Gray to eventually replace Richard Pratt as Bank Board chairman when Mr. Pratt resigns.

The Arkansas delegation is expected to visit Mr. Gray this week, and the possib;e relocation of the bank from Little Rock will be among the discussion items.

Arkansans believe they still hold the trump card in this whole affair. The last time the issue was debated, the General Accounting Office issued a report that concluded that the cost of moving the bank to Dallas would outweigh the benefits. Arkansans say nothing has changed in the two years that the report was released.

One savings and loan officer, who asked not to be identified, finds the debate rather amusing. "It's a political matter," he said. The issue, he says, is actually one of state pride.

And he claims to have the perfect solution — build a new bank building on the Texas-Arkansas border at Texarkana, with half the building on the Texas side and the other half in Arkansas. ■

Largest U.S. Commercial Banks, by States

Ranked as of December 31, 1982, compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of New Jersey, New Mexico, New York, North Carolina, and North Dakota published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

NEW JERSEY

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	Fidelity Union Bank, Newark	2,502,649,629	1,045,868,758	4	+ 3
2	Midlantic National Bank, Newark	1,959,736,000	1,781,154,000	1	
3	First National State Bank, Newark	1,829,521,000	1,661,854,000	2	
4	United Jersey Bank, Hackensack	1,544,574,000	1,335,233,000	3	
5	Heritage Bank NA, Jamesburg	1,396,558,000	758,709,000	12	+ 7
6	New Jersey National Bank, Trenton	1,137,041,000	1,005,894,000	5	
7	National Community Bank, Rutherford	1,047,184,600	1,003,195,421	6	
8	New Jersey Bank NA, West Paterson	943,401,000	841,950,000	8	
9	First National Bank, Totowa	938,908,000	822,169,000	9	
10	National State Bank, Elizabeth	903,390,064	793,572,031	10	

NEW MEXICO

1	Albuquerque National Bank	960,411,686	832,652,640	1	
2	First National Bank, Albuquerque	581,365,866	496,296,883	2	
3	First Interstate Bank of Albuquerque	286,321,000	255,124,469	3	
4	First National Bank of Lea Cty., Hobbs	255,869,116	221,094,787	4	
5	First NB of Dona Ana Cty., Las Cruces	176,588,000	162,498,000	5	
6	First Interstate Bank of Lea County, Hobbs	165,139,747	149,874,384	7	+ 1
7	First National Bank, Santa Fe	163,180,000	126,965,000	8	+ 1
8	American Bank of Comm., Albuquerque	151,200,000	153,012,000	6	
9	First National Bank of Farmington	131,578,000	108,919,000	11	+ 2
10	Citizens Bank of Clovis	127,902,986	101,721,835	12	+ 2

NEW YORK

1	Citibank NA, New York	74,544,000,000	72,471,147,000	1	
2	Chase Manhattan Bank NA, New York	59,316,797,000	58,585,662,000	2	
3	Manufacturers Han. Tr. Co., New York	43,579,255,000	42,166,528,000	3	
4	Morgan Guaranty Trust Co., New York	39,807,553,000	37,688,690,000	4	
5	Chemical Bank, New York	29,684,938,000	30,673,591,000	5	
6	Bankers Trust Co., New York	25,306,318,000	23,276,946,000	6	
7	Marine Midland Bank NA, Buffalo	15,286,733,000	14,188,360,000	7	
8	Irving Trust Co., New York	12,435,442,000	12,381,224,000	8	
9	Bank of New York	8,874,136,241	8,080,264,605	9	
10	Republic National Bank, New York	6,925,592,000	5,313,908,922	10	

NORTH CAROLINA

1	NCNB National Bank, Charlotte	6,101,833,000	5,232,583,000	1	
2	Wachovia B&T Co., NA, Winston-Salem	4,940,353,358	4,490,414,717	2	
3	First Union NB, Charlotte	3,707,503,000	3,335,708,000	3	
4	Northwestern Bank, North Wilkesboro	1,742,096,000	1,631,463,381	4	
5	First-Citizens Bank & Trust Co., Raleigh	1,421,031,497	1,320,219,270	5	
6	Branch Banking & Trust Co., Wilson	1,164,302,000	980,723,000	6	
7	United Carolina Bank, Whiteville	741,126,000	648,372,000		
8	Southern Nat'l Bank of N.C., Lumberton	740,673,696	525,572,880		
9	Central Carolina Bk & Tr Co., Durham	595,438,000	496,727,044	9	
10	Peoples Bank & Trust Co., Rocky Mount	402,879,000	366,241,000	10	

NORTH DAKOTA

1	Bank of North Dakota, Bismarck	528,993,000	591,228,000	1	
2	First Bank of North Dakota NA-Fargo	169,691,080	149,440,246	2	
3	First Nat'l Bank & Trust Co., Bismarck	164,894,358	144,973,000	3	
4	First National Bank, Fargo	140,761,000	122,720,000	4	
5	First National Bank, Minot	138,754,019	121,258,974	7	+ 2
6	Dakota Northwestern Bank NA, Bismarck	135,909,138	122,531,240	5	
7	First National Bank, Grand Fork	129,562,265	122,446,000	6	
8	American State Bank & Trust Co., Williston	103,500,974	93,214,614	9	+ 1
9	Fargo National Bank & Trust Co.	103,242,102	99,954,000	8	
10	Dakota Bank & Trust Co., Fargo	95,883,173	88,327,370	10r	

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.
r—Based on revised data. Rank that bank would have had if revised figures had been available.

First Chicago . . .

Continued from page 3

pay 10¾% for five-year money. "Over a long period, this spread would be too narrow," Mr. Sullivan acknowledged.

From IRAs

Funding for the loans will come from two sources: from First Chicago's promotion of individual retirement accounts, which drew in $236 million in deposits in 1982; and from purchased funds of medium-term maturity in domestic and overseas markets. The bank intends to match-fund the loans by the end of the year, by which time interest rates should have declined if First Chicago's outlook is correct. However, it prefers to match the loans with funds as the loans are made.

Loan demand at the bank is "relatively flat," but this was not a major factor in launching the mortgage program, Mr. Sullivan contended. "We did not look upon it as a program to stimulate lending, as the margins are too small," he said. In addition, First Chicago is not suffering as are some banks from an excess of consumer deposits, as these inflows have been used to replace funds previously bought in the money markets.

Commercial Program

The bank also has a fixed-rate lending program for commercial customers based on $100 million of lendable funds, but the rates are somewhat higher than on the mortgage loans.

Said Mr. Sullivan: "The mortgage program is special for a special reason."

It "can provide a substantial saving to the customer, and we are confident it will have a positive impact on the housing industry and the local economy," he explained.

The loans will be restricted to the Chicago metropolitan area. Payments for the loans will be on a 30-year amortization schedule. They will carry a closing cost of 3% of the loan amount and a $300 application fee. ■

Nader Law Group Sets Financial Conference

Washington Bureau

WASHINGTON — Ralph Nader's Center for Responsive Law will cosponser a conference here with eight trade associations, including several major financial lobbies.

The conference, scheduled for May 23, is intended to debate policy issues involved in the deregulation of depository institutions, and of the interaction between those institutions and other financial services and commercial activities, according to a release.

The trade groups involved are the American Bankers Association, the Independent Bankers Association of America, the U.S. League of Savings Institutions, the Investment Company Institute, the Securities Industry Association, and the National Association of Home Builders, the release said.

Before the Courts

Recent developments in important lawsuits before federal and state courts affecting the financial services industry, including newly filed actions, are described below. A cumulative list of significant litigation, arranged by subject, appears from time to time. This feature is compiled by Gordon Matthews.

U.S. v. Whitney National Bank of New Orleans. (No. 82-5111, U.S. District Court for Eastern Louisiana, New Orleans.) A hearing is set for this week in a Justice Department lawsuit alleging job discrimination against banks and women by Whitney. The hearing concerns motions by the department for court orders to ensure its access to Whitney employees and end what it feels is a segregated lunch facility. The bank denies the charges.

Hillsboro National Bank v Internal Revenue Service. (No. 81-485, U.S. Supreme Court.) The Justices ruled against the government, 7 to 2, and said the Illinois bank does not have to include as income a refund to bank shareholders of property taxes on their interest in the bank. In so doing, the court declined to change a "tax-benefit rule" for taxpayers who take deductions in one year for items that are reduced in value or reimbursed in later years.

Federal Savings & Loan Insurance Corp. v. Dixon, et.al. (No. 83-116-N, U.S. District Court for Eastern Virginia, Norfolk.) The FHLBB has sued nine former directors and officers of the failed Suffolk, Va., thrift institution, and its subsidiary, Virginia Service Corp. The suit charges the officials were negligent and breached their fiduciary duty to manage the S&L "reasonably and prudently."

Securities Industry Association v. Board of Governors. (No. 83-4019, U.S. Court of Appeals, Second Circuit, New York.) As expected, the SIA is challenging the recent Federal Reserve Board decision approving the bid of BankAmerica Corp. to acquire Charles Schwab & Co. Inc., a discount broker, and setting discount brokerage as a permissible banking activity under the Bank Holding Company Act. ■

Pontiac . . .

Continued from page 3

Comerica declined official comment both on their offer and the one from the Chicago group. But a Comerica spokesman said the move "makes sense for us." A merger with Pontiac State would give Comerica access to the banking market in northwest Oakland County, an area where it now lacks a presence.

When Peoples Banking and Pontiac State agreed to a merger last April, the chairman of Peoples said the deal "places us squarely in Oakland County, one of the richest and most important markets in Michigan."

Mr. Creamer of Pontiac State said earlier this week that the bank's board has asked shareholders not to do anything with respect to the latest offers until the board takes a position on them. The board's position, he said, will be disclosed after it is reported to the Federal Deposit Insurance Corp.

Mr. Creamer stated that neither the Comerica offer nor the Chicago group's offer was solicited.

Asked about the interest in Pontiac State, Mr. Creamer said with low interest rates and improved earnings, "the bank is looking better and better to more people."

The Chicago group, according to its tender offer, is composed of Frank C. Cihak, Richard L. Chambers, Ronald E. Goodman, Frank S. Lockwood, James C. Nelson, James R. Stevens, and Allen Barry Witz. First of Michigan Corp. is dealer-manager for the group's offer.

Comerica has $7.4 billion in assets and $5.9 billion in deposits. Pontiac State Bank has 19 offices with $458 million in deposits and $555 million in assets. ■

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Senate Shelves Withholding Vote Until Friday

By ANDREW ALBERT

WASHINGTON — Once again, a sharply divided Senate failed Wednesday to halt the continuing debate on whether to prevent withholding on interest and dividend income.

And it appeared that no decisive action would come until Friday, at the earliest. That's when Senate Majority Leader Howard Baker, R-Tenn., said he would try again to force a decision on the controversial matter.

Unless Congress repeals the law, financial institutions must begin withholding 10% of customers' interest and dividend income July 1. The banking industry has waged a high-powered fight for repeal — generating an avalanche of antiwithholding mail in Congress.

Despite those lobbying efforts, Sen. Robert W. Kasten, R-Wis., fell just short Wednesday of forcing a vote on his amendment, which would kill the tax-withholding laws enacted last year.

In a dramatic 59 to 39 vote, the

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Big Bank Problem-Nation Loans Exceed Equity

Third-World Exposure at Top 10 Banks

(Dollar Figures in Millions)

	Mexico	Brazil	Venez.	Other[1]	Total	As % of Equity
Citicorp[2]	3,270	4,360	1,090	1,090	9,810	203%
as % of loans	3.8%	5.1%	1.3%	1.3%	11.4%	
BankAmerica	2,500	2,300	2,000		6,800	148%
as % of loans	3.4%	3.1%	2.7%		9.2%	
Chase Manhattan[3]	1,687	2,362	1,012	1,012	6,073	220%
as % of loans	3.1%	4.3%	1.8%	1.8%	11.0%	
Manufacturers Han.	1,730	2,014	1,100	1,967	6,811	245%
as % of loans	4.1%	4.7%	2.8%	4.6%	16.0%	
Morgan Guaranty	1,082	1,688	543	759	4,072	150%
as % of loans	3.4%	5.3%	1.7%	2.4%	12.8%	
Chemical	1,500	1,300		741	3,541	182%
as % of loans	4.9%	4.2%		2.4%	11.5%	
Continental Illinois	695	490	463	381	2,029	119%
as % of loans	2.1%	1.5%	1.4%	1.2%	6.2%	
First Interstate	680	474			1,154	64%
as % of loans	2.8	1.9%			4.7%	
Bankers Trust	875	875	475		2,225	143%
as % of loans	4.2%	4.2%	2.3%		10.6%	
Security Pacific	525	490		175	1,190	80%
as % of loans	2.1%	2.0%		0.1%	4.8%	
TOTAL	14,544	16,353	6,683	6,125	43,705	169%
as % of loans	3.4%	3.9%	1.6%	1.4%	10.3%	

[1] Includes disclosed exposures of more than 1% to Argentina, Yugoslavia, and Chile.
[2] Calculated from a percent of outstandings.
[3] Calculated from a percent of outstandings. A midpoint of the ranges provided by Chase was used for the chart. The exposure range for Argentina and Venezuela is $875 million to $1.35 billion, for Mexico $1.35 billion to $2.025 billion, and for Brazil $2.025 billion to $2.7 billion.

Hanover Has Largest Percentage Exposure

By TERESA CARSON

NEW YORK — The nation's 10 largest bank holding companies had investments amounting to 169% of their shareholders' equity in problem-plagued countries, mostly in Latin America.

Three of the companies — Citicorp, Chase Manhattan Corp. and Manufacturers Hanover Corp. — had amounts that total more than twice their equity outstanding to countries facing liquidity problems at yearend, their annual reports show.

Citicorp, which at $9.810 billion had the largest dollar total outstanding, had yearend investments equal to 203% of its equity to Mexico, Brazil, Venezuela, and Argentina.

Manufacturers Hanover follows with $6.811 billion, an amount equal to 245% of its equity out to Mexico, Brazil, Argentina, Venezuela, and Chile. Chase had $5.568 billion out to Mexico, Brazil, Argentina, and Venezuela, an amount equal to 245% of its equity at yearend.

Eight of the top 10 had an amount at least equal to their equity outstanding to these countries. Only two Los Angeles-based holding companies had amounts out that were less than their equity. Security Pacific Corp. had an amount equal to about 80% of its equity base, and First Interstate Bancorp. had an amount equal to 64% of its shareholders' equity.

The disclosures, required since Jan. 1, 1983, by the Securities and Exchange Commission, provide a glimpse of just how much the banks had outstanding to these financially strapped countries at yearend.

➤➤ Foreign: Page 6

Auditor Defends Role at Failed Bank

By PHILLIP L. ZWEIG

WASHINGTON — Two days after federal officials told directors of the United American Bank of Knoxville, Tenn., of the bank's huge loan losses, the bank's general counsel told Ernst & Whinney that management had "no information" on the findings, an official of the Big-Eight accounting firm told Congress Wednesday.

Ernst & Whinney has been severely criticized for awarding United American, which failed Feb. 14, an unqualified opinion on its 1982 results.

Butcher Banks to Form BHC, Page 3

On Jan. 28, the day after the conversation between the bank and the audit firm, United American made public its audited 1982 results, stating

➤➤ United American: Page 5

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Foreign . . .

Continued from page 1

The figures are intended to reveal risks associated with liquidity problems and exchange rate fluctuations, not necessarily credit risk. But the banks have considerable discretion as to what they choose to disclose. In some cases, additional information from the banks and several calculations are needed to compare the foreign outstandings to equity.

Furthermore, the numbers understate the true extent of the banks' exposure in foreign countries because they do not include any credit extended in local currencies.

In some cases, that local currency business is considerable. For example, about 40% of Citicorp's 1982 profits from Brazil were derived from cruziero earnings. Further, Citibank Brazil generated 20% of the entire company's earnings in 1982, according to a study by Salomon Brothers.

Citicorp, in addition to $43 billion in dollars outstanding to foreign countries had $25 billion more extended in local currencies. It is impossible to tell from Citicorp's disclosure how much of this $25 billion was outstanding to countries with liquidity problems, but the general breakdown provided indicates that it could have amounted to $6.1 billion.

Citicorp, like some of the other banking companies, does not disclose dollar amounts outstanding, but simply what percent of their total outstandings are out to a certain country. Chase Manhattan Corp. does not provide a specific percent, but a range.

Nine Hold 23.4%

The nine largest American banks hold 23.4% of the $199 billion borrowed by eight big Latin American countries, a Merrill Lynch study shows. All American banks hold 39.6% of the totals. All the lesser-developed countries have borrowed $348 billion from private banks and the nine largest U.S. banks have 22.4% of the debt, while all U.S. banks have 36.1%. "It should also be pointed out that in 1971, barely more than 10 years ago, two-thirds of all LDC debt was held by official sources, not private banks," the Merrill study says.

Congress has held hours of hearings on the question of LDC debt and a number of congressmen advocate some type of curb. Bank regulators have joined the criticism and have said they may take such action as establishing "special prudential reserves" for loans to some countries. At the very least, analysts agree, banks can expect some additional disclosures required on international loans.

Many regional banks have curtailed their lending to lesser-developed countries, creating problems for the larger banks that are trying to keep international loan syndicates together. Publicly at least, the big banks staunchly maintain they are providing a necessary service at little risk to their stockholders or the financial system. As Citicorp chairman Walter Wriston is fond of repeating, countries don't go bankrupt.

He has been right, so far. Every time a country has run into trouble, the bankers patched together a plan to avoid crisis for the country and coincidentally themselves.

It is not only America's biggest banks that have lent money to these problem-plagued countries. A random sample of regional banks shows many have been active lenders.

The $2.5 billion-asset Fleet Financial Group Inc., Providence R.I., had $64.4 million to Mexican borrowers at yearend, $46.2 million to Brazilian borrowers, and $31.9 million to Venezula. This $142.5 million is equal to 67% of Fleet's $212.0 million in stockholders' equity.

In Minneapolis, the $16.9 billion First Bank Systems had 21% of its equity or $200 million out to Mexico. It says about 85% of this is with government banks and entities. Some of the amount, although the annual report does not say how much, is classified as nonperforming.

Banks have discretion as to what they disclose under the requirements. Banks may list any country in which they have 1% of their outstandings, regardless of the country's financial health. Or the bank can list only those countries where it has 1% of its outstandings in cases where the bank management has determined the country is having liquidity problems. These disclosures are as of yearend, and as many of the annual reports point out, additional funds have been lent in some cases.

"Outstandings" are not just loans, and some of the amount may be in less risky types of investment. Outstandings are defined as loans, leases, interest-bearing deposits, investment securities acceptances, trading account securities, federal funds sold, and repurchase agreements.

Although the guidelines seem at first blush to be rather detailed, there are many things the banks are not required to disclose. In addition to disclosing only the dollar-denominated outstandings, they do not, for example, have to say how much of this debt is on nonperforming status. ■

First Federal . . .

Continued from page 3

"The nomination of a majority of directors by FSLIC now enables me to conclude my role," Mr. Enlund said. "I feel that my stepping down at this time will expedite the restructuring anticipated by the new board of directors."

Mr. Enlund will continue to serve as a director.

A new chairman is expected to be named later this month. The FSLIC does have veto power over the selection of all officers and directors.

Last month, Mr. Enlund released a lengthy "White Paper" report that accused the Federal Savings and Loan Insurance Corp. of an "abuse of powers" in trying to oust him as First Federal's chief executive officer, and demanding the resignations of several of the association's directors.

The report also accused the FSLIC of heavy-handed tactics in forcing First Federal into agreeing to let regulators merge the ailing $728 million-asset First Financial Savings & Loan Association of Downers Grove, Ill., into First Federal. That merger last April 3 made First Federal a "phoenix" association.

The report turned out to be as controversial as the charges it made. Just days after the report was released, First Federal's board disclaimed any responsibility for it.

The report was actually released over Mr. Enlund's signature, and he defended both the issuance of the report and its contents.

A phoenix association, in theory, is supposed to be a cost-efficient way for regulators to deal with S&Ls struggling to cope with either a declining or negative net worth. The theory didn't hold true in the case of First Federal, the report charged.

First Federal instead was burdened with assuming numerous questionable loans made by First Financial executives only days before that association was declared insolvent, the report said.

This announcement appears as a matter of record only.

$150,000,000

Manufacturers Hanover Corporation

Floating Rate Notes Due April 7, 1992

Interest on the Notes is payable quarterly on January 7, April 7, July 7 and October 7, beginning July 7, 1983. Such interest payments will include accrued interest through the last day of the preceding calendar month. The interest rate on the Notes will be subject to weekly adjustment on the calendar day following each auction of 91-day Treasury bills, and will be equal to 75 basis points above the 91-day Treasury bill auction rate (expressed on a bond equivalent basis).

Price 99.875%
(Plus accrued interest, if any, from April 5, 1983)

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March 16, 1983

This announcement appears as a matter of record only.

$150,000,000

CITICORP

Floating Rate Notes Due April 10, 1992

Interest on the Notes is payable quarterly on January 10, April 10, July 10 and October 10, beginning July 10, 1983. Such interest payments will include accrued interest through the last day of the preceding calendar month. The interest rate on the Notes will be subject to weekly adjustment on the calendar day following each auction of 91-day Treasury bills, and will be equal to 75 basis points above the 91-day Treasury bill auction rate (expressed on a bond equivalent basis).

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NOTE

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Withholding

Continued from page 1

Senate was only one shy of the needed 60 to invoke a so-called cloture — a device used to cut off filibusters.

Wednesday's vote confirmed that a majority of the Senate favors Mr. Kasten's repealer. But it also uncovered the unwillingness of some lawmakers to circumvent conventional legislative procedures in order to force a vote on withholding. Lawmakers ignored party lines in this vote.

Sen. Robert J. Dole, R-Wis., who is bitterly opposed to the banks' fight for repeal, has been filibustering since last Friday in an effort to preserve the withholding provisions.

Sen. Baker has expressed frustration with his party's continued failure to resolve the withholding matter and proceed with an emergency jobs bill, which Mr. Kasten hoped to use as a vehicle for his repeal rider.

Take Up Social Security Reform

Finally the majority leader decided Wednesday afternoon that the Senate would begin working on the Social Security reform bill and set aside the jobs legislation until Friday, when he would try again to halt the debate on the withholding repealer.

"There's no point in us sitting around here and yelling at each other until then [Friday]," Mr. Baker told the Senate.

He appeared angry with Republicans Dole and Kasten, who repeatedly failed to succeed in back-room negotiations aimed at freeing the jobs bill, which has already cleared the House.

"The American Bankers Association has done more work than we thought," according to a spokesman for Mr. Baker. "Maybe we misjudged the impact of the ABA," the spokesman added when asked why the majority leader could not resolve the dispute within his own party.

Although some say the banking industry could possibly win in their overall repeal effort, most agree that bankers may come to regret their full-scale lobbying tactics in the long run.

"Not many groups that take on the leadership of both houses and the President of the United States are left intact," Mr. Baker's spokesman said. Mr. Dole, for example, is considering raising the tax rates that apply to commercial banks, an issue many see as a retaliatory step by the Kansas Republican.

The Senate will try desperately to resolve the withholding matter and pass the jobs bill because federal unemployment benefits in 27 states will run out Friday unless the measure is enacted.

President Reagan promises to veto the jobs legislation if a withholding repealer is attached.

Back in the House

In the House, Rep. Norman E. D'Amours, D-N.H., said he will use parliamentary procedures Thursday in order to force the House Ways and Means Committee to release his repeal amendment.

The measure is expected to run into trouble in the House, where leaders like Ways and Means Chairman Dan Rostenkowski, D-Ill., vigorouly support withholding.

The Reagan administration and congressional leaders say withholding is essential to reducing federal budget deficits. They estimate the tough tax-collection arrangement will help the government bring in $20 billion over the next five years.

But the banking industry claims that the costs of complying with the change in the tax law outweigh the revenue-raising benefits. Start-up costs, which involve new computer software and personnel adjustments, would run, the industry estimates, about $3 billion.

And that, the ABA says, does not include the yearly compliance costs that institutions will incur if they must withhold 10% of customers' earnings.

Mr. Kasten's opponents say the industry is overestimating its compliance costs. ■

Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Ohio, Oklahoma, Oregon, Pennsylvania, and Puerto Rico are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

OHIO

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	BancOhio National Bank, Columbus	4,334,176,000	4,009,985,000	1	
2	AmeriTrust Co., Cleveland	4,164,729,000	3,741,667,000	2	
3	Huntington National Bank, Columbus	2,875,519,000	2,354,686,000	3	
4	National City Bank, Cleveland	2,591,757,000	2,326,922,000	4	
5	Society National Bank, Cleveland	1,615,175,000	1,576,334,137	6	+ 1
6	Central National Bank, Cleveland	1,578,277,000	1,690,617,000	5	
7	Central Trust Co., NA, Cincinnati	1,116,549,448	940,145,000	10	+ 3
8	Bank One of Columbus NA	1,092,834,025	1,066,852,456	7	
9	Huntington Bank of Northeast Ohio, Cleveland	1,017,350,001	1,000,412,000	8	
10	First National Bank, Cincinnati	978,148,000	940,602,000	9	

OKLAHOMA

1	First National B&T Co., Oklahoma City	2,257,913,325	2,009,305,864	1	
2	Liberty National B&T Co., Oklahoma City	1,704,861,471	1,737,090,994	2	
3	Bank of Oklahoma NA, Tulsa	1,219,351,000	1,205,405,000	3	
4	First National Bank & Trust Co., Tulsa	1,050,425,000	1,014,403,000	4	
5	Fidelity Bank NA, Oklahoma City	710,303,000	678,668,000	5	
6	Utica National Bk & Tr Co., Tulsa	341,129,000	419,379,000	6	
7	Fourth National Bank, Tulsa	323,853,000	360,383,699	7	
8	United Oklahoma Bank, Oklahoma City	268,478,390	207,502,973	12	+ 4
9	Union Bank & Trust Co., Oklahoma City	261,196,992	209,553,816	11	+ 2
10	F&M Bank & Trust Co., Tulsa	236,007,000	211,878,000	10	

OREGON

1	United States Nat'l Bank, Portland	4,051,069,000	3,929,451,000	1	
2	First Interst. Bk of Ore. NA, Portland	3,933,327,000	3,668,876,000	2	
3	Oregon Bank, Portland	693,275,000	698,815,000	3	
4	Pacific Western Bank, Milwaukie	545,616,587	437,632,218	4	
5	Western Bank, Coos Bay	290,969,389	310,289,000	5	
6	Bank of Oregon, Woodburn	134,908,000	122,209,000	8	+ 2
7	Commercial Bank, Salem	133,875,000	127,525,000	7	
8	Citizens Valley Bank, Albany	104,627,000	98,157,000	9	+1
9	Western Security Bank, Salem	76,780,000	72,377,000	11	+ 2
10	Douglas National Bank, Roseburg	69,674,000	74,309,000	10	

PENNSYLVANIA

1	Mellon Bank NA, Pittsburgh	12,891,198,000	12,498,583,000	1	
2	Pittsburgh National Bank	4,795,893,000	4,441,283,330	2	
3	Philadelphia National Bank	4,191,780,000	4,410,424,000	3	
4	First Pennsylvania Bank NA, Philadelphia	3,539,863,000	3,560,527,000	4	
5	Fidelity Bank, Philadelphia	3,040,337,000	2,656,317,000	6	+ 1
6	Girard Bank, Philadelphia	2,860,213,000	3,000,483,000	5	
7	Provident National Bank, Philadelphia	2,752,159,000	2,433,571,000	7	
8	Equibank, Pittsburgh	2,453,936,000	2,228,097,000	8	
9	American Bank & Trust Co., Reading	2,102,305,000	1,754,337,000	9	
10	Continental Bank, Norristown	1,977,840,000	1,730,270,000	10	

PUERTO RICO

1	Banco Popular de Puerto Rico, San Juan	2,208,174,257	2,111,731,741	1	
2	Banco de Ponce	1,224,427,815	1,156,182,222	2	
3	Banco de Santander-P.R., Hato Rey	726,264,413	607,925,992	4	+ 1
4	Banco Central Corp., Hato Rey	698,146,890	788,902,196	3	
5	Banco de San Juán, Santurce	409,498,989	344,944,357	6	+ 1
6	Scotiabank de Puerto Rico, Hato Rey	387,332,926	486,128,071	5	
7	Banco Comm'l de Mayaguez, San Juan	191,156,197	163,522,088	7	
8	Roig Commercial Bank, Humacao	141,894,913	139,319,150	8	
9	Banco Cooperativo, Hato Rey	39,566,290	91,564,601	9	
10	Banco Finaciero de Puerto Rico, Ponce	39,292,471	22,059,488	12	+ 2

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Butcher . . .

Continued from page 3

nearly 25 banks in Kentucky and Tennessee.

His brother, Jake Butcher, was chairman of United American Bank of Knoxville, which was declared insolvent Feb. 14 and subsequently merged into First Tennessee Bank of Knoxville, a subsidiary of First Tennessee National Corp. The collapse of United American Bank precipitated a $27 million run on Southern Industrial, which led to its filing for Chapter 11 status last week.

W.C. Adams, Tennessee commissioner of banking, said in an interview, "We recognized all along that [forming a holding company] was one avenue that might be taken if they chose to do so." He added that some of the banks Mr. Butcher has an interest in are "in need of capital."

Mr. Adams said that Tennessee did not force or suggest the move to form a holding company. "It was strictly a business decision" on Mr. Butcher's part, he said.

Banks to be included in the holding company are C&C Bank of Anderson County, C&C Bank of Hawkins County, C&C Bank of Jefferson County, C&C Bank of Knox County, C&C Bank of McMinn County, C&C Bank of Monroe County, C&C Bank of Rhea County, C&C Bank of Roane County, C&C Bank of Washington County, Citizens Bank of Sneedville, and U.S. Bank of Nashville.

Not included is C&C Bank of Union County, headed by Cecil H. Butcher Sr., father of C.H. Jr. and Jake. ■

American Banker classifieds must work — they are growing faster each week.

Cap Actions . . .

Continued from page 2

debentures will receive one preferred share for every 10 shares of common stock received in redeeming the convertible debentures.

If a debenture holder, however, exchanges all of the shares issuable for his shares of common stock, he will receive 5.7 preferred shares for each debenture.

The exchange offer will expire at 5 p.m., St. Louis time, on Friday, April 15, unless extended.

■

First Wisconsin Corp. of Milwaukee plans to issue $40 million in adjustable-rate preferred stock in late March. The company said the offering would be made through underwriters managed by Goldman, Sachs & Co. and Robert W. Baird & Co.

The quarterly dividend rate for the shares will be based on a formula tied to the highest of the three-month Treasury bill, the 10-year constant-maturity Treasury rate, and the 20-year constant-maturity Treasury rate.

Net proceeds will be used primarily for investments in or extensions of credit to the company's subsidiary banks or for the acquisition of new banks.

■

Underwriters for **First Atlanta Corp.** offered $50 million in 11¾% notes due March 15, 1993, at a price of par.

The notes are offered through an underwriting group managed by Salomon Brothers Inc.; Merrill Lynch White Weld Capital Markets Group; Robinson-Humphrey/American Express Inc.; and Keefe, Bruyette & Woods Inc.

A First Atlanta statement said net proceeds will be used for general corporate purposes, including possible expansions or acquisitions by the holding company's lead bank, First National Bank of Atlanta.

The notes are redeemable on or after March 15, 1990, at the option of the company, at 100% of their principle amount plus accrued interest.

■

Fourth Financial Corp. of Wichita, Kan., plans an offer of $20 million in convertible subordinated debentures due in 2003 through underwriters managed by Stifel, Nicolaus & Co. Inc. of St. Louis.

A portion of the net proceeds will be used to retire short-term debt incurred when Fourth Financial bought minority interests in two Kansas bank holding companies. The rest of the proceeds will be used for general corporate purposes. ■

Citicorp Quarterly Hiked 4 Cents P/S

NEW YORK — Citicorp, the nation's largest bank holding company, Tuesday raised its quarterly dividend to 47 cents per share from 43 cents a share. The dividend is payable May 2 to shareholders of record on March 30.

At the end of last year, Citicorp had 127.2 million shares outstanding. The increased dividend, if it was paid out of fourth quarter 1982 income before securities transactions, would amount to of 32% of earnings per share. In the last three months of 1982, the firm earned $190 million, or $1.47 a share.

The increase was expected by analysts because Citicorp is coming off a record earnings year in 1982. ■

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VOL. CXLVIII NO. 54 | Friday, March 18, 1983 | 148th Year

Reagan Rebutted on High Rates

Witnesses Tell Senators Banks Are Not to Blame

By LISA J. Mc CUE

WASHINGTON — Witnesses at a Senate hearing Thursday disagreed with President Reagan's recent accusation that commercial banks are keeping consumer interest rates artificially high.

And officials from the Federal Reserve Board, Treasury Department, and the President's Council of Economic Advisers told a Senate subcommittee that consumer rates always lag behind open market rates in both raises and declines.

Fed Governor Preston Martin, testifying before the Senate subcommittee on consumer affairs, recommended the creation of a secondary market for consumer paper as a means of lowering rates.

That, and controlling inflation, as well as encouraging competition for consumer loans, are the best ways to decrease rates on consumer credit, he told the subcommittee.

Representing the Treasury, Assistant Secretary Manuel Johnson said that lenders find that "something turns to nothing when inflation begins to exceed the rate of interest at which they lend."

"Their reluctance to lend at a loss and

➳ Martin: Page 14

Vote to Repeal Withholding Postponed Until Mid-April

By JAY ROSENSTEIN

WASHINGTON — The showdown in Congress on efforts to repeal interest and dividend withholding was postponed Thursday until mid-April.

A Senate agreement to withdraw an amendment calling for repeal of the

A Profile of Sen. Kasten, Page 3

10% withholding paved the way for Senate passage of a $5.1 billion jobs bill.

Sen. Robert W. Kasten, the Wisconsin Republican who had been attempting to include repeal of withholding as part of the jobs bill, agreed Thursday with a recommendation from the Senate leadership to postpone a vote on withholding until April 15. At that time, it could be considered as an amendment to a trade reciprocity bill (S.144).

Meanwhile, in a move aimed at softening opposition to withholding, Treasury Secretary Donald T. Regan said he will consider giving financial institutions more time to invest withheld tax money if that were needed to offset the costs of implementing the tax-collection system.

➳ Withholding: Page 14

Insurer to Offer Discount Brokerage

By SCOTT McMURRAY

NEW YORK — The New England Mutual Life Insurance Co. has signed with the Fidelity Brokerage Services Inc. to offer discount securities brokerage through its nearly 200 general agency offices across the country.

Discount brokerage will be "another weapon in our arsenal of financial services," said one New England Mutual official. He noted that the profile of the average New England Mutual customer fits almost exactly with the average upscale discount customer.

New England Mutual also holds a controlling interest in the mutual fund company of Loomis, Sayles & Co. As a result, many of the insurer's brokers are licensed to sell mutual funds and are familiar with equity-based products, the official said.

New England Mutual has $8 billion in assets and is the nation's 10th largest mutual life insurance company. Including its Loomis, Sayles interest, the insurer has nearly $17 billion in assets.

The Boston-based mutual also intends to announce next month its first real estate limited partnership, aimed in part at the individual retirement account market. The limited partnership will be as large as $20

➳ Mutual: Page 16

Washington Bank Notes

Bank Lobbies Have Taken a Beating

By JOSEPH D. HUTNYAN

WASHINGTON — Bankers still expect to win on withholding, but they are getting a pounding few anticipated.

What went wrong?

Two things.

First, financial lobbies failed to convince the politicians and the media that the drive to repeal withholding of interest income has a legitimate consumer relevance. From the start, the repealer has been a creature of "banking interests" — a phrase that can be packaged so that it drips with connotations of self-interest and exploitation.

Thus it was condemned by President Reagan, who went one step farther and hinted that the avarice that gave birth to the repeal drive also was keeping interest rates high. It continues to be the "bankers bill" or "special interest" legislation in the multiplying newspaper stories and editorials bemoaning the narrow-mindedness of the proposition.

Financial lobbies confess to being the instigators, but they gamely argue that there is no way bank customers are going to help generate 20 million pieces of mail unless they also strongly believe. But the reaction is no dice.

The second thing that went wrong was running into Sen. Robert Dole. The lobbies knew the Kansas Republican would be a formidable opponent. He is a seasoned veteran of political combat

➳ Fight: Page 4

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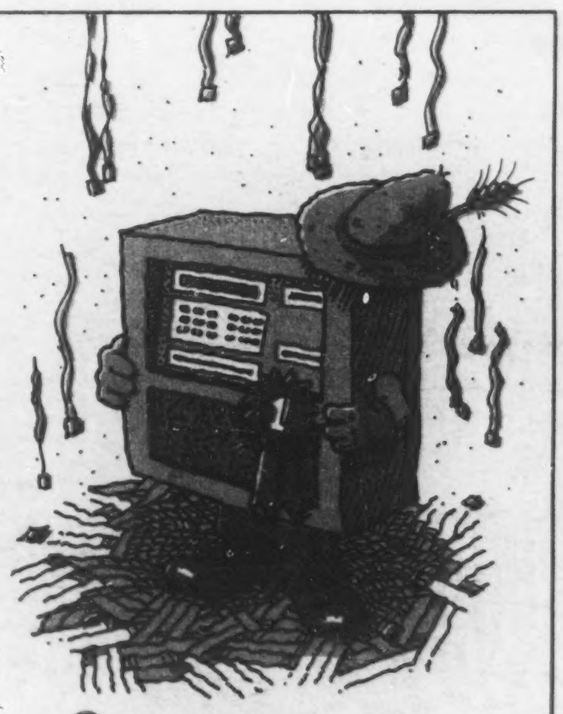
ATM is judged a winner at Iowa State Fair!

Always on the look-out for new ways to introduce people to the conveniences of ATMs, American Federal, Iowa's largest savings and loan association, installed an Express Banking terminal at last summer's Iowa State Fair. Located in the Varied Industries Building, the Docutel Series 2300 ATM was open for business every day of the Fair, and allowed Fairgoers to make deposits and receive cash with bank cards from any participating Iowa financial institution. Over 3,000 transactions were recorded on the "live" ATM during the Fair, with many people taking advantage of the temporary ATM to get a few extra dollars for the rides, shows and cotton candy!



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Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Rhode Island, South Carolina, South Dakota, Tennessee, and Texas are published below with comparable data for December 31, 1981.

These tables, to be continued in subsequent editions for each of the 50 states, the District of Columbia, and Puerto Rico, as data are received and compiled, supplement the American Banker's annual midyear deposit roll call of the 300 largest U.S. banks published on March 4.

RHODE ISLAND

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	Fleet National Bank, Providence	3,058,274,000	2,720,206,000	1	
2	Old Stone Bank, Providence	1,482,677,000	1,325,442,000	2	
3	Rhode Island Hosp. Tr. NB, Providence	1,286,574,000	1,240,833,000	3	
4	Citizens Trust Co., Providence	223,066,772	200,446,571	4	
5	Columbus National Bank, Providence	144,898,000	124,486,000	5	
6	Washington Trust Co., Westerly	126,576,693	122,961,534	6	
7	Newport National Bank	59,660,000	52,743,438	7	
8	People's Trust Co., Providence	37,240,956	35,899,041	8	
9	Woonsocket Institution Trust Co.	35,936,000	26,290,000	9	
10	Pawtucket Trust Co.	29,246,596	26,204,206	10	

SOUTH CAROLINA

1	South Carolina Nat'l Bank, Columbia	1,465,536,000	1,311,673,000	1	
2	Citizens & Southern NB, Charleston	1,292,287,568	965,980,000	3	+ 1
3	Bankers Trust of S.C., Columbia	1,093,619,000	969,730,658	2	
4	First National Bank of S.C., Columbia	1,001,259,000	824,559,043	4	
5	Southern Bank & Trust Co., Greenville	761,209,000	458,118,000	5	
6	First Citizens Bank & Trust Co., Columbia	378,470,613	304,264,554	6	
7	National Bank of South Carolina, Sumter	183,859,608	160,548,879	7	
8	Farmers & Merchants Bank, Aiken	115,343,578	106,481,372	8	
9	Bank of Beaufort	115,078,325	86,449,941	11	+ 2
10	Lexington State Bank	109,930,178	93,042,864	9	

SOUTH DAKOTA

1	Citibank (South Dakota) NA, Sioux Falls	1,456,246,000	1,638,885,499	1	
2	First Bank of South Dakota NA, Sioux Falls	584,344,000	550,094,000	2	
3	Northwestern National Bank, Sioux Falls	498,495,513	455,200,251	3	
4	First NB of the Black Hills, Rapid City	323,823,315	307,092,763	4	
5	First National Bank, Aberdeen	297,283,000	281,490,000	5	
6	First National Bank, Sioux Falls	166,885,573	159,782,063	6	
7	United National Bank, Sioux Falls	150,448,000	140,448,214	7	
8	First Bank NA, Aberdeen	132,874,000	131,899,000	8	
9	Commercial Trust & Savings Bk, Mitchell	95,502,000	83,942,000	10	+ 1
10	Western Bank, Sioux Falls	94,758,277	92,560,203	9	

TENNESSEE

1	First Tennessee Bank NA, Memphis	1,375,211,000	1,397,059,000	1	
2	Third National Bank, Nashville	1,254,878,000	1,187,044,000	3	+ 1
3	First American Bank of Nashville NA	1,196,441,000	1,206,003,000	2	
4	Commerce Union Bank, Nashville	1,083,465,255	1,047,650,502	4	
5	Union Planters National Bank, Memphis	969,340,000	898,436,161	5	
6	American Nat'l B & T Co., Chattanooga	631,654,919	594,144,000	6	
7	National Bank of Commerce, Memphis	608,729,000	547,101,000	7	
8	United American Bank, Knoxville	590,861,237	537,300,014	8	
9	Park National Bank, Knoxville	423,342,000	398,291,854	9	
10	First Tennessee Bank NA, Chattanooga	412,648,000	360,776,000	10	

TEXAS

1	First City National Bank, Houston	7,908,839,000	6,762,474,000	3	+ 2
2	InterFirst Bank Dallas NA	7,886,254,000	7,544,952,000	1	
3	RepublicBank Dallas NA	7,878,961,000	7,130,456,000	2	
4	Texas Commerce Bank NA, Houston	6,834,611,000	5,819,287,000	4	
5	Mercantile National Bank, Dallas	3,284,189,000	2,683,655,000	5	
6	Bank of the Southwest NA, Houston	2,516,581,000	1,711,920,000	6	
7	Allied Bank of Texas, Houston	1,859,232,000	1,356,067,964	8	+ 1
8	Texas American Bank/Fort Worth NA	1,597,033,000	1,469,465,000	7	
9	First National Bank, Midland	1,413,283,167	1,348,227,761	9	
10	RepublicBank Houston NA	1,238,440,396	1,142,081,728	11	+ 1

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Chase Names Hull To Upstate Post

NEW YORK — J. Webster Hull has been appointed senior executive for the upstate banking division of Chase Manhattan Bank NA.

Other members of Mr. Hull's team will consist of Martin Katz, vice president and marketing manager; Glenn M. Krouse, second vice president and controller; and Davue S. Huddleston, second vice president and personnel manager.

Mr. Hull previously was the administration and planning executive for Chase's national financial services group. Prior to joining Chase, he was a management consultant with Touche Ross & Co. He has recently relocated to the Rochester area and will reside in Brighton.

Mr. Katz, the marketing manager, was formerly manager of market research for the consumer sector of Chase Manhattan. Mr. Katz, who was manager of market research and analysis for Xerox from 1972-75, is a former resident of Brighton. He will be relocating from Larchmont back to the Brighton community.

Mr. Krouse, controller, is currently a financial management and controls officer in the Albany headquarters of Chase. He will reside in Fairport.

Mr. Huddleston, personnel manager, was formerly a recruitment officer for Chase in New York City. He will be dividing his time between the Rochester headquarters and Chase's Syracuse operations center.

To provide a more centralized location to its 19 branches throughout New York State, the operations center in Syracuse, and regional commercial offices, Chase's consumer banking's upstate division moved its management and administrative staffs into a new headquarters in Rochester at 423 Midtown Towers, in February. ■

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Auction Notices

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TIMES SQUARE OFFICE—84503 October 5, 1981 to 85142 November 30, 1981

EAST 60TH STREET OFFICE— 68359 July 24, 1981 to 70544 November 30, 1981

LENOX HILL OFFICE—02939 August 5, 1981 to 04145 November 30, 1981

EAST 43RD STREET OFFICE— 25772 June 5, 1981 to 26559 August 28, 1981

FORDHAM OFFICE—08905 June 12, 1981 to 11665 November 30, 1981

FLATBUSH OFFICE—60343 July 1, 1981 to 65053 November 30, 1981

JAMAICA OFFICE—42963 August 11, 1981 to 44750 November 30, 1981

Collateral to be sold at Public Auction on March 30, 1983 beginning at 10:00 A.M. at William Doyle Galleries, Inc., 175 East 87th Street, New York, New York 10028.

AUCTIONEERS:
William J. Doyle, Peter Cleary, Michael Shay, Rodney Lang, Joanne Porrino Mournet, Helen Kippax, Howard Zellman.

Jack Ross auctr. sells 3/25/83 at 9 A.M. 67-01 Queens Blvd. 1972 Mercedes Benz 10806712003021 Re: R. Dalton and 1973 Buick 4H57H3G162717 Re: L. Daub. Published 3/18, 25 1983.

Partnership Notice

HARBOR VIEW ASSOCIATES, Two Broadway, N.Y.N.Y. Substance of Certificate of Limited Partnership filed in the New York County Clerk's Office on February 18, 1983. Business: Invest as a limited partner in limited partnerships formed for the purpose of investing and dealing with real properties. General Partners: James A. Vinson, Thomas J. Brown, Two Broadway, N.Y.N.Y. Limited Partner's Name, Address and Cash Contribution: Jack A. Cuneo, 1907 Quail Ridge Road, Plainsboro, N.J. $28.50. Profits or other compensation which each limited partner shall receive by reason of his contribution is equal to the ratio of his capital contribution to the capital contribution of all limited partners. Additional limited partners may be admitted. No priority among limited partners as to contributions or as to compensation by way of income. Remaining general partners or limited partners may continue the business of the partnership. Term: Partnership shall exist from date of filing until Dec. 31, 2033.

Foundation Notices

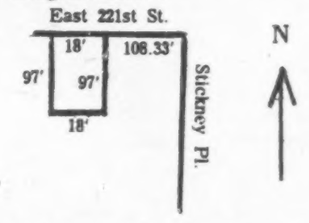
NOTICE
The annual return of the C.B. RAMSAY FOUNDATION for the calendar year ended December 31, 1982 is available at its principal office located at c/o Bisset, Atkins & Saunders, 299 Park Avenue , New York, N.Y. for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Myrtle S. Ramsay.

NOTICE
The annual return of **THE NEWCOMBE FOUNDATION** for the calendar year ended December 31, 1982 is available at its principal office located at c/o Bisset, Atkins & Saunders, 299 Park Avenue, New York, N.Y. for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Amos R. Newcombe.

NOTICE
The annual return of **THE NERMIE FOUNDATION** for the calendar year ended December 31, 1982 is available at its principal office located at c/o Bisset, Atkins & Saunders, 299 Park Avenue, New York, N.Y. for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Elizabeth L. Gamble.

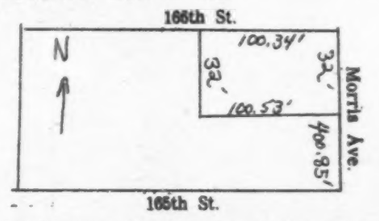
Notices of Foreclosure

Supreme Court, Bronx County-RIDGEWOOD SAVINGS BANK, Plaintiff vs. GEORGE RICHARDS, et. al., Defendants. Pursuant to a Judgment of Foreclosure and Sale dated Jan. 11, 1983, I, the undersigned Referee will sell at Public Auction on Mar. 25, 1983 at 10:00 A.M. in Room 118 - Mezzanine of the Bronx Supreme Court Building, 851 Grand Concourse, Bronx, N.Y., premises in the Bronx N.Y., situate and beginning at a point on the southerly side of E. 221 St., distant 108.33 ft. westerly from the corner formed by the intersection of the southerly side of E. 221st St. with the westerly side of Stickney Pl.; being a regular parcel of land 18 ft. by 97 ft. and more particularly described in said judgment. Diagram below:



Premises k/a 1124 E. 221st St., Bronx, N.Y. Sold subject to terms and conditions of filed judgment. Index No. 14631/82. JOSEPH A. MARTINIS, Referee. Chase, Burns & Murphy, Attorneys for Plaintiff, 73-09 Myrtle Ave., Glendale, N.Y.

SUPREME COURT:BRONX COUNTY-THE BIBLE CHURCH OF CHRIST, Plaintiff, vs. UNION TEMPLE INSPIRATIONAL, CHURCH BAPTIST, INC., Defendant Index#16385-1980 Pursuant to Judgment of Foreclosure & Sale dated October 7th, 1982, I will sell at public auction in Mezzanine of Room 118, Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y. on April 7th, 1983, at 12 o'clock noon, premises known as 1069 Morris Avenue, Bronx, N.Y. situate on west side of Morris Avenue, 400.85 feet north of 165th Street, being a parcel of 32 feet by 100.34 feet more or less.



JUDGMENT: $83,327.26 & interest, cost, etc. $756, subject to 1st mortgage of $14,802 & interest and terms and conditions of judgment. CHARLES G. TIERNEY, Referee, Leonard Goldberg, Attorney for Plaintiff, 384 E. 149th St.,Bronx, N.Y. 10455.

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PART A MEDICARE BANKING SERVICES AT BLUE CROSS OF CALIFORNIA

Blue Cross of California intends to issue an invitation for Bid (IFB) on March 11, 1983, for banking services under the Checks Paid Method of Letter of Credit Financing (zero account balance) of handling the Medicare Federal Health Insurance Benefits Account. Government funds will be deposited in a Time Account and the interest earned by the Time Account will be used to offset the bank's service charges for handling the Medicare Benefits Account.

Banks should have capability to clear and reconcile an account with volumes of 10,000 to 15,000 checks per month with dollar disbursements amounting to $275 to $350 million per month. The term of the contract is for two years with an option to renew annually thereafter. Request for copies of the IFB should be addressed to:

Mr. Delmont Neal
Supervisor
Blue Cross of California
21555 Oxnard Street
Woodland Hills, California 91367

Telephone requests will be honored if you call Mr. Delmont Neal at (213) 703-3536.

Public Notices

PUBLIC NOTICE STATE OF NEW YORK DEPARTMENT OF TRANSPORTATION, Case 20128, PLEASE TAKE NOTICE that by Order dated January 28, 1983 the Department of Transportation of the State of New York has granted an amendment to the permit as a contract carrier of VANGUARD INTERSTATE TOURS, INC. authorizing the following transportation: Passengers, from points in the Town of Clarkstown (Rockland County) to any point in the State of New York, and return, pursuant to contract with the Town of Clarkstown. March 10, 1983 SCHWAB GOLDBERG PRICE & DANNAY, Attorneys for Applicant.

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VOL. CXLVIII NO. 55 | Monday, March 21, 1983 | 148th Year

Regulators Draw Guidelines for New-Account Ads

By JAY ROSENSTEIN

WASHINGTON — The Federal Reserve Board has issued guidelines to member banks targeted at improper or insufficient information given consumers about the new money market account and the Super Now.

The Comptroller of the Currency also is developing advertising guidelines that could be released within the next few weeks, according to a spokesperson there.

And a Federal Deposit Insurance Corp. spokesman interviewed Friday said that while there is no specific proposal being considered at this point, "it is being generally considered."

In recent months there have been complaints from consumers and bank competitors that some of the advertising of the accounts provides false, misleading, or inadequate information.

The Investment Company Institute, the national trade association for the mutual fund industry, last week sent a letter urging the Fed and the other

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Traditional Correspondent Ties Under Attack

Industry Looks at New Services Such as Brokerage, Data Processing

By ROBERT E. NORTON

NEW ORLEANS — Bankers who do business with other bankers are worried.

The bread-and-butter businesses of correspondent bankers — check clearing and participation lending — are under attacks so strong that their future is being questioned.

The outlook for the check-clearing business is clouded by powerful new competition from the Federal Reserve System, while participation lending is seen as a business in which risks will escalate as deregulation proceeds — with the recent spate of major bank failures serving as a warning to the unwary.

But bankers are looking at new ways to utilize their carefully wrought webs of correspondent relationships. Given vision and good planning, they feel the correspondent system is a natural delivery vehicle for such new services as data processing, insurance, and securities brokerage.

The most immediate concern of the bankers in attendance at the American Bankers Association's credit and correspondent banking conference here last week is the changing role of the Federal Reserve in the nation's payment system. Charged by the Depository Institutions Deregulation and Monetary Control Act of 1980 to price its check-clearing and other item-processing services realistically, the Federal Reserve Banks have responded with aggressive new fee schedules and procedures.

Correspondent bankers feel the Fed is running amuck — by accident or design — and is threatening through what they see as predatory pricing and unfair competitive practices to put them out of a business in which they have historically played a major role.

Fed officials say this is simply not true and call for further

➤➤ Correspondent: Page 11

SEC Asks for Big Increase in Staff If Banks Get More Securities Powers

Sees Need for Hundreds More Employees to Enforce Laws

By DAVID O. TYSON

NEW YORK — The Securities and Exchange Commission says it will need hundreds more staff members to enforce the securities laws if banks get the power to sell mutual funds and underwrite revenue bonds.

In its budget authorization request to Congress, the SEC says pending amendments to the Glass-Steagall Act would increase significantly the number of registered broker-dealers, investment advisers and investment companies.

"If 10% of the nation's 14,000 banks were to take advantage of such legislation," it says, "there would be a dramatic increase in the number of entities subject to SEC regulation: a 21% increase in the number of broker-dealers, an 82% increase in the number of investment companies, and a 33% increase in the number of investment advisers."

To cope with the added burden, the SEC asks authorization to increase its staff by 201 people in the fiscal year ending Sept. 30, 1984; by another 152 in fiscal 1985, and by 122 in fiscal 1986.

The Treasury Department is redrafting an Administration bill with the Glass-Steagall amendments. The

➤➤ SEC: Page 16

Kasten Calls Withholding Delay 'Tactical Retreat'

By ANDREW ALBERT

WASHINGTON — Bankers view the delay in the tax withholding debate as costly, but Sen. Robert W. Kasten Jr. insists the move was a "tactical retreat" that just could not be avoided.

Under intense pressure from the Senate leadership of his own party, the Wisconsin Republican finally agreed last week to a delay of one month in his struggle to block withholding on interest and dividend income.

In exchange for withdrawing his repealer amendment from the emergency jobs bill, Mr. Kasten was guaranteed an opportunity to attach his rider to pend-

➤➤ Withholding: Page 14

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Largest U.S. Commercial Banks by States

In order of December 31, 1982, Compared with December 31, 1981

Compilation of the December 31, 1982 deposit-size rankings of the largest commercial banks with deposits of $10 million or more in the states of Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, and Wyoming are published below with comparable data for December 31, 1981.

This completes American Banker's listing of the 10 largest banks with $10 million or more in each of the 50 states, District of Columbia and Puerto Rico.

UTAH

12/31/82		Deposits Dec. 31, 1982*	Deposits Dec. 31, 1981*	Rank 12/31/81	Gain
1	First Security Bank of Utah NA, Ogden	1,889,545,000	1,725,977,000	1	
2	Zions First NB, Salt Lake City	1,634,507,000	1,493,906,000	2	
3	First Interst. Bk of Utah, Salt Lake City	700,513,931	604,329,771	3	
4	Commercial Security Bank, Ogden	463,303,999	455,650,951	4	
5	Valley Bank & Trust Co., Salt Lake City	386,723,000	341,949,000	5	
6	Continental B & T Co., Salt Lake City	231,841,000	215,093,000	6	
7	Tracy-Collins B & T Co., Salt Lake City	226,560,701	189,238,391	7	
8	Bank of Utah, Ogden	135,077,309	132,018,000	8	
9	First Security State Bank, Salt Lake City	87,058,000	80,225,000	9	
10	Citizens Bank, Ogden	67,802,000	68,412,000	10	

VERMONT

1	Chittenden Trust Co., Burlington	489,966,000	372,103,000	1	
2	First Vermont Bk & Tr Co., Brattleboro	289,539,080	298,720,136	2	
3	Howard Bank, Burlington	289,472,625	283,501,134	3	
4	Vermont National Bank, Brattleboro	285,238,000	256,800,164	4	
5	Merchants Bank, Burlington	213,446,000	198,520,453	5	
6	Franklin-Lamoille Bank, St. Albans	123,375,757	111,452,591	6	
7	Proctor Bank, Rutland	94,317,524	92,862,062	7	
8	Granite Savings Bank & Trust Co., Barre	72,169,609	69,543,530	8	
9	First National Bank, Springfield	60,528,000	60,907,000	9	
10	Community National Bank, Derby	46,232,701	42,428,369	10	

VIRGINIA

1	United Virginia Bank, Richmond	3,518,611,000	2,974,673,000	1	
2	Virginia National Bank, Norfolk	3,112,906,000	2,491,752,000	2	
3	Bank of Virginia, Richmond	2,581,550,000	1,932,917,901	4	+1
4	First & Merchants Nat'l Bank, Richmond	2,193,881,000	1,984,933,000	3	
5	First National Exchange Bank, Roanoke	1,293,329,881	1,074,193,037	5	
6	First American Bk of Virginia, McLean	938,885,000	821,680,315	6	
7	First Virginia Bank, Falls Church	773,683,916	664,006,561	7	
8	Central Fidelity Bank NA, Lynchburg	712,651,000	613,011,000	8	
9	Central Fidelity Bank NA, Richmond	670,740,000	431,331,000	9	
10	Central Fidelity Bank, Norfolk	405,455,000	319,296,000	10	

WASHINGTON

1	Seattle-First National Bank	8,215,778,000	8,131,220,000	1	
2	Rainier National Bank, Seattle	4,261,717,794	4,319,135,000	2	
3	First Interstate Bank of Wash. NA, Seattle	2,037,411,890	1,419,339,225	3	
4	Peoples NB, Seattle	1,494,494,000	1,302,582,000	4	
5	Old National Bank, Spokane	1,084,920,016	1,037,994,606	5	
6	Puget Sound National Bank, Tacoma	872,674,000	778,854,000	6	
7	Seattle Trust & Savings Bank	495,644,044	486,755,006	7	
8	Washington Trust Bank, Spokane	330,271,000	283,496,403	8	
9	Olympic Bank, Everett	269,301,000	258,543,000	9	
10	First Independent Bank, Vancouver	192,060,680	175,174,329	10	

WEST VIRGINIA

1	Kanawha Valley Bank NA, Charleston	334,988,793	341,083,000	1	
2	Charleston National Bank	295,420,000	253,575,997	2	
3	Union National Bank, Clarksburg	205,714,520	185,439,000	3	
4	Parkersburg National Bank	188,261,000	149,936,000	6	+2
5	First Huntington National Bank	170,521,000	153,396,000	5	
6	Kanawha Banking & Tr Co. NA, Charleston	167,447,488	158,442,402	4	
7	Beckley National Bank	148,471,746	142,298,609	8	+1
8	Bank of Raleigh, Beckley	147,387,586	134,109,991	9	+1
9	Wheeling Dollar Savings & Trust Co.	140,559,000	128,672,000	10	+1
10	First National Bank, Morgantown	138,087,996	124,953,340	13	+3

WISCONSIN

1	First Wisconsin National Bank, Milwaukee	2,371,073,000	2,396,727,000	1	
2	Marine Bank NA, Milwaukee	815,075,000	605,227,000	3	+1
3	M & I Marshall & Ilsley Bank, Milwaukee	788,307,000	773,004,000	2	
4	First Bank NA, Milwaukee	472,988,000	476,752,000	4	
5	First Wisconsin National Bank, Madison	335,621,000	302,188,000	5	
6	Heritage Bank, Milwaukee	310,347,000	49,973,000	89	+83
7	Kellogg-Citizens National Bank, Green Bay	246,016,933	252,333,732	6	
8	Citizens Bank, Sheboygan	212,570,435	202,964,088	7	
9	First National Bank, Appleton	195,618,823	166,789,000	9	
10	First American National Bank, Wausau	171,648,241	187,371,000	8	

WYOMING

1	First Interstate Bank of Casper NA	263,877,682	245,760,504	1	
2	Wyoming National Bank, Casper	245,756,391	245,723,438	2	
3	Stockmens Bank & Trust Co., Gillette	153,239,000	149,504,000	3	
4	Rock Spring National Bank	102,692,646	99,290,899	4	
5	First Nat'l Bank & Trust Co., Cheyenne	98,636,029	98,556,404	5	
6	American National Bank, Cheyenne	94,850,708	82,431,314	6	
7	First Interstate Bank of Laramie NA	92,146,861	80,212,936	7	
8	First Interstate Bank of Riverton NA	80,826,096	80,016,114	8	
9	Bank of Commerce, Sheridan	79,573,689	75,193,520	9	
10	First National Bank, Powell	67,472,353	60,242,305	11	+1

*—Data for 12/31/82 may not be comparable with 12/31/81 because of mergers, etc.

Vermont Bankers Name Withey

MONTPELIER, Vt. — Robert A. Withey has been appointed executive vice president, clerk, and treasurer of the Vermont Bankers Association, effective May 1.

He succeeds Dean T. Rowden, who is leaving the association after three years to pursue other business interests.

Mr. Withey served nine and one-half years as Vermont's commissioner of education.

Most recently, he spent two years as the executive director of the Association of Vermont Independent Colleges. ■

Withholding . . .

Continued from page 1

ing world trade measure which is now set for action on April 15.

A key strategist on Mr. Kasten's staff said the senator "was sorry" that some financial institutions considered the delay to be a setback.

Regardless of the outlook for repeal, the delay forces many banks and thrift institutions to invest in expensive data system changes so that they can comply with the new withholding laws if they begin as scheduled on July 1.

"Some [institutions] have already laid out the money" for system changes, according to a spokesman for the American Bankers Association. "And every day means more money is committed" to withholding.

He said bank customers, rather than the institutions themselves, have become the principal reason for the tax-collection laws.

"We doing the best that we can" to quickly repeal the withholding laws adopted last year, said Mr. Kasten's primary aide on the issue. "But the delay is not Kasten's fault, it's the leadership's fault," the staffer said.

Nevertheless, she added that the Senator "declared victory" for two reasons:

- First, supporters of repeal can no longer be criticized for jeopardizing the emergency jobs measure, which was urgently needed by 27 states where federal unemployment benefits were expiring. The jobs measure was, among other things, designed to extend those benefits.
- Second, Mr. Kasten proved that a majority of the 100member Senate wants to repeal the tax-collection law. This evidence surfaced last week when 59 lawmakers voted in favor of cutting of Sen. Robert J. Dole's filibuster against the repealer. The vote fell one short of the needed 60 to defeat Mr. Dole, a Kansas Republican.

But the road to repeal still looks rocky.

Thanks to the deal struck last week, the banking industry's hopes for repeal in the Senate now depend heavily on a controversial trade reciprocity bill.

Formally called the International Trade and Investment Act, the administration-backed measure allows the United States to take retaliatory action against nations using protectionist measures to close their markets to American exports.

The trade reciprocity measure seems certain to encounter stiff opposition on Capitol Hill. Critics feel the measure encourages U.S. protectionism and may fuel the growing tensions throughout the world trading arena.

In the House, Rep. Norman E. D'Amours, D-N.H., still hopes the majority of the chamber will sign his discharge petition, which would circumvent conventional parlimentary rules to force a vote on his repealer.

Even if Mr. D'Amours can muster those signatures from colleagues in the House, however, no vote on the withholding issue is expected until April 11, at the earliest.

As in the Senate, House leaders will attempt to preserve withholding because of its revenue raising capacity.

And the threat of Presidential veto still looms large, even though Mr. Kasten backed off the administration's anti-recession jobs bill.

But it appears the banking lobbies do not intend to let themselves become discouraged by the threat of a Reagan veto while they're dealing with the more immediate problems in Congress.

As one veteran lobbyist put it: "If your going to get beat, that [a veto] is a class way to go." ■

NJ Bank Closed By Comptroller

WASHINGTON — The Comptroller of the Currency Friday declared Pan American National Bank, Union City, N.J., insolvent and appointed the Federal Deposit Insurance Corp. as receiver.

The bank was chartered as a national bank by the Comptroller on July 29, 1971. On March 17 the bank had assets of $34 million and deposits of $33 million.

During 1983, the bank experienced serious loan losses and other earnings problems. The bank was unable to remedy these problems, and its condition became critical. Losses finally exhausted the bank's capital funds resulting in its insolvency, a statement from the Comptroller's office said. ■

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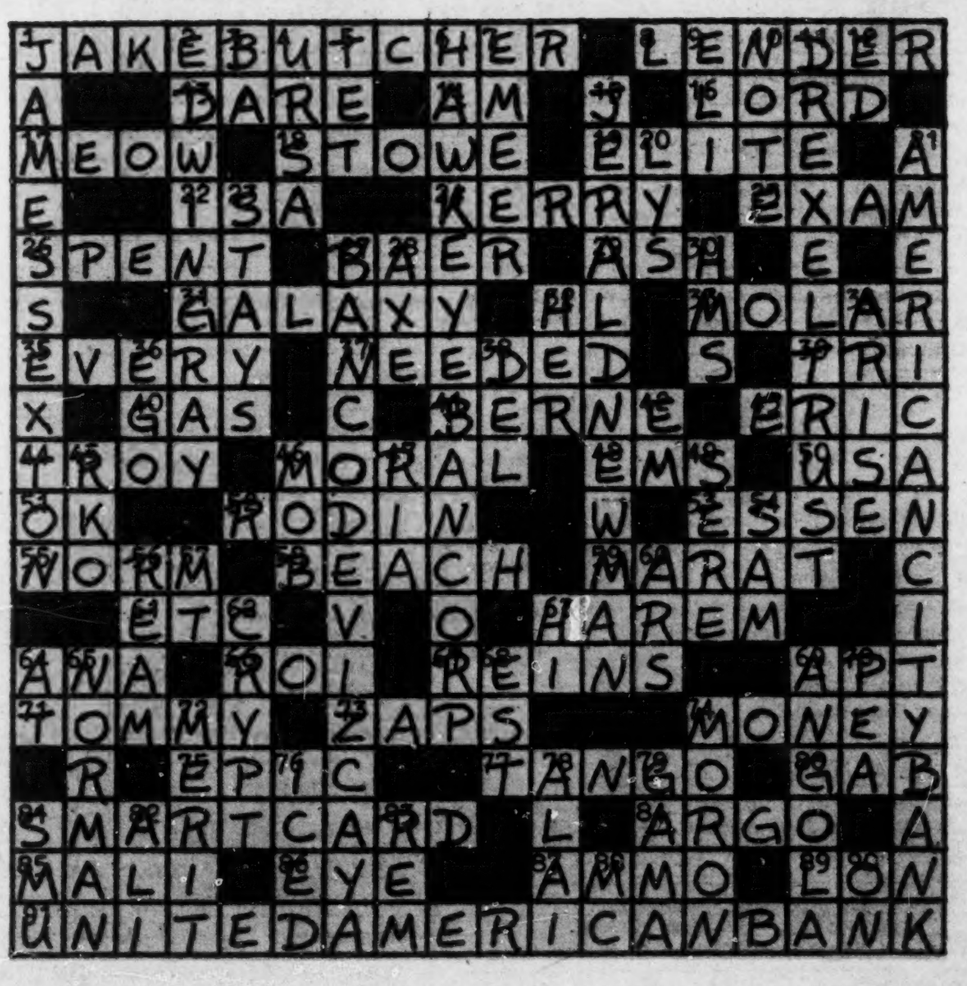

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Big Names Missing from Top 100 Earners

By L. MICHAEL CACACE

NEW YORK — Eleven of the top commercial banking companies which ranked among the top 100 earners in 1981 fell out of this elite group in 1982, reflecting the extreme volatility in earnings.

And the number of top banking institutions reporting losses for the entire year increased to eight in 1982, from five in 1981. There were also sizable declines in earnings for some of the institutions in the top 100 category in both years.

In general, the relatively poor earnings performance for these companies was attributable to the increases in the provision for poor asset quality and increased noninterest expenses at both wholesale and retail banking companies, especially in the fourth quarter of 1982.

These are some of the findings of the American Banker's annual survey of the top 100 earners among domestic bank holding companies and commercial banks published today.

Among the 11 firms that dropped out of the top 100 earners in 1982, Seafirst Corp., Seattle, had the sharpest decline. Net operating income fell 215% from $78.5 million in 1981, when it ranked 23d in the nation in earnings, to a loss of $90.2 million in 1982. "Large provisions for loan losses charged to earnings, primarily associated with energy loans, were the major cause of the results," according to the company.

From 1980 to 1981, only seven companies dropped out of the top

➳ Earners: Page 13

Citicorp Plans Bank In Maine

Full-Service Unit to Be Firm's First Outside NY

By LAURA L. MULCAHY

BOSTON — Citicorp, New York, the nation's largest bank holding company, is seeking regulatory approval to charter a new national bank in Portland, Maine.

The move is possible because of reciprocal interstate banking laws existing in both New York State and Maine.

Hans H. Angermueller, vice chairman of Citicorp, said Friday that

Conn. Interstate Bill Advances, Page 2
Citicorp to Offer Electronic Billing, Page 2

the bank holding compaany will immediately apply to the Comptroller of the Currency and to the Federal Reserve Board for approval. He said he does not expect any objections to the de novo bank from local bankers or federal regulators.

Mr. Angermueller also said the Maine bank will be capitalized at "several million dollars." Citicorp hopes to have it open later this year.

The new unit, probably to be called Citibank Maine NA, would be the first full-service bank Citicorp has ever set up in this country outside of New York State. In the past few years, it has established banks in South Dakota and Delaware, but these can only supply certain limited services.

Federal laws generally limit banking companies' full-service operations to a single state. However, states have the

➳ Citicorp: Page 23

Boston Bank Leads Amexco Charge

Plans Push on Deposits, Personal Loans to Affluent

By SCOTT McMURRAY

BOSTON — For more than 20 months American Express Co. executives have quietly been shaping their next in a string of competitive sorties onto U.S. bankers' turf: accepting deposits and offering upscale personal loans.

The latest charge on the domestic front is getting a full-fledged launch this spring. And leading it is an unlikely aggressor — the historically stodgy, one-office Boston Safe Deposit and Trust Co.

Boston Safe Deposit and Trust has a Massachusetts state charter, and its deposits are federally insured, but it is prohibited from making commercial loans. It is a subsidiary of the Boston Co. Inc., which then-named Shearson Loeb Rhoades Inc. agreed to acquire for $47 million in February of 1981. That summer, Shearson in turn agreed to be taken over by American Express for $930 million.

Since its inception in 1875, the Boston Safe Deposit and Trust has been taking deposits and making personal loans, but as of 1981 it had only grown to slightly more than $200 million in assets.

➳ Boston: Page 16

Corporations Get Electronic Payment System

By ROBERT M. GARSSON

NEW YORK — Consumers have been involved in electronic payments for years, receiving Social Security benefits or paying insurance premiums through the nation's automated clearing houses.

Starting June 1, corporate America will join the electronic age through a new NACHA program designed to support electronic corporate payments to other companies.

The program, which NACHA — the National Automated Clearing House Assocation — calls its corporate trade payments program, will begin with a group of five to 10 companies originating payments to as many as 50 other receiving companies.

Although the technology has not

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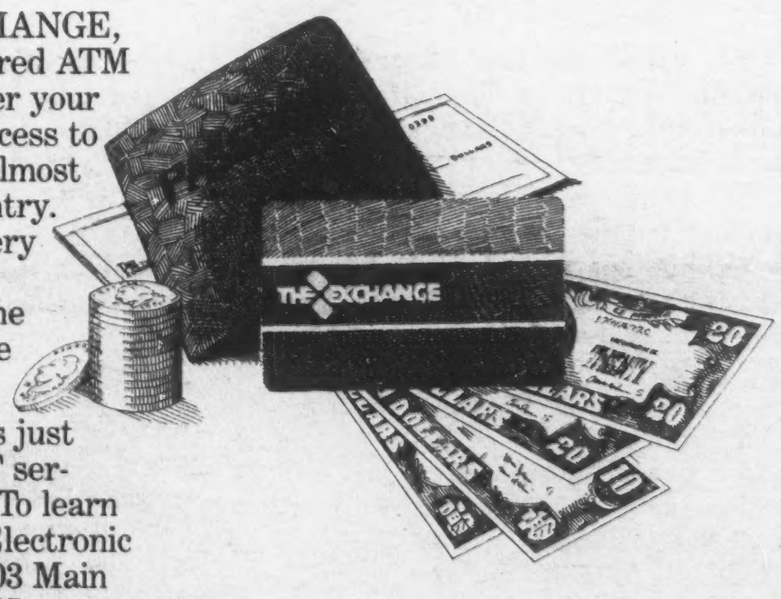

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Top 100 Earners Among Banks and Bank Holding Companies(a)

Listed in order of 1982 income after taxes but before securities gains or losses

Compiled by American Banker and copyrighted 1983

Earnings Rank 1982(a)	Bank Holding Company	Income Before Securities Gains (Losses) (b) 1982	1981(f)	Rank 1981(a)	Gain in Rank	Net Income (e) 1982	1981(f)	Profitability Ratio R.O.A. 1982	R.O.A. 1981	R.O.E. 1982	R.O.E. 1981
1	Citicorp, New York (c)	747,000,000	555,000,000	1		723,000,000	531,000,000	0.61	0.48	16.40	13.70
2	J.P. Morgan & Co., Inc., New York (c)	441,700,000	374,466,000	4	+ 2	349,200,000	347,652,000	0.78	0.72	17.40	16.40
3	BankAmerica Corp., San Francisco (d)	388,771,000	445,383,000	2		451,474,000	445,443,000	0.32	0.39	9.20	11.20
4	Chase Manhattan Corp., New York (c)	332,495,000	443,901,000	3		307,483,000	412,150,000	0.43	0.59	10.60	17.20
5	Manufacturers Hanover Corp., New York (c)	296,318,000	256,506,000	6	+ 1	294,925,000	252,117,000	0.50	0.48	13.51	14.30
6	Chemical New York Corp. (c)	269,103,000	215,231,000	8	+ 2	240,560,000	215,039,000	0.60	0.51	15.31	15.40
7	Security Pacific Corp., Los Angeles (d)	234,132,000	207,173,000	9	+ 2	234,314,000	206,446,000	0.67	0.68	16.80	16.70
8	Bankers Trust New York Corp.(c)	228,525,000*	192,158,000	10	+ 2	239,034,000	187,980,000	0.61	0.57	15.78	15.52
9	First Interstate Bancorp., Los Angeles (c)	228,415,341	246,485,867	7		221,241,810	236,112,961	0.60	0.73	13.55	16.51
10	InterFirst Corp., Dallas (c)	222,948,000	171,749,000	11	+ 1	206,820,000	146,712,000	1.17	1.17	21.50	21.60
11	Texas Commerce Bancshares, Inc., Houston (c)	170,000,000	140,903,000	12	+ 1	170,000,000	137,511,000	1.15	1.20	21.32	21.54
12	RepublicBank Corp., Dallas (c)	156,689,000	123,609,000	17	+ 5	143,831,000	120,037,000	0.98	0.96	18.60	18.40
13	First Chicago Corp. (d)	144,019,000	122,144,000	18	+ 5	136,785,000	118,709,000	0.41	0.40	10.73	9.91
14	Mellon National Corp., Pittsburgh (d)	142,700,000	126,000,000	14		134,372,000	115,500,000	0.73	0.75	14.02	13.51
15	Wells Fargo & Co., San Francisco (d)	141,760,000	125,936,000	15		138,638,000	123,988,000	0.57	0.52	13.39	13.06
16	First City Bancorporation of Texas, Inc., Houston (c)	132,887,000	133,132,000	13		120,251,000	128,961,000	0.96	1.17	16.43	20.30
17	First National Boston Corp. (c)	129,141,000	118,262,000	19	+ 2	124,401,000	118,616,000	0.74	0.74	15.26	15.26
18	First Bank System, Inc., Minneapolis (c)	115,890,000	107,132,000	20	+ 2	114,714,000	96,780,000	0.73	0.76	13.20	13.10
19	Northwest Bancorporation, Minneapolis (c)	114,133,000	125,138,000	16		89,093,000	100,128,000	0.73	0.89	11.99	15.10
20	Mercantile Texas Corp., Dallas (c)	103,329,000	66,820,000	26	+ 6	101,998,000	62,974,000	1.16	1.14	20.19	20.41
21	Marine Midland Banks, Inc., Buffalo, N.Y. (d)	88,384,000	87,251,000	22	+ 1	86,972,000	81,279,000	0.45	0.47	10.39	11.02
22	Allied Bancshares, Inc., Houston (c)	86,724,000	62,922,095	30	+ 8	82,348,000	62,916,964	1.64	1.71	25.57	25.40
23	Continental Illinois Corp., Chicago (c)	84,376,000	260,315,000	5		77,887,000	254,623,000	0.18	0.59	4.90	16.10
24	Irving Bank Corp., New York (c)	82,603,000	97,088,000	21		81,014,000	97,012,000	0.43	0.53	12.18	15.90
25	Wachovia Corp., Winston-Salem, N.C. (d)	77,746,000	66,209,000	27	+ 2	53,432,000	51,842,000	1.20	1.17	18.90	17.53
26	NBD Bancorp., Inc., Detroit (c)	77,407,000	69,137,000	25		81,650,000	65,173,000	0.64	0.61	10.70	10.19
27	NCNB Corp., Charlotte, N.C. (d)	77,002,000	59,586,000	33	+ 6	76,140,000	66,517,000	0.91	0.82	16.05	15.50
28	Republic New York Corp. (d)	75,198,000	73,690,928	24		70,530,000	67,865,570	0.81	1.01	20.14	26.38
29	Bank of New York Co., Inc. (d)	74,332,263	58,019,000	34	+ 5	73,246,510	58,164,000	0.61	0.52	15.53	13.88
30	Pittsburgh National Corp. (d,m)	73,244,000	64,405,661	29		61,720,000	57,397,000	1.04	0.98	17.92	17.39
31	Crocker National Corp., San Francisco (d)	71,060,000	62,197,000	31		71,594,000	62,901,000	0.30	0.32	6.11	7.59
32	Southwest Bancshares, Inc., Houston (c)	67,282,000	43,834,000	41	+ 9	66,572,000	43,540,000	1.09	0.97	18.30	17.30
33	Barnett Banks of Florida, Inc., Jacksonville (c)	64,595,000	45,549,000	38	+ 5	56,770,000	41,181,000	1.05	1.00	17.53	16.69
34	Banc One Corp., Columbus, Ohio (c)	62,146,000	39,031,000	48	+14	57,521,000	38,583,000	1.38	1.27	18.95	17.68
35	Philadelphia National Corp. (c)	60,537,000	39,649,000	47	+12	56,658,000	35,679,000	0.96	0.65	16.32	11.56
36	Trust Company of Georgia, Atlanta (c)	57,225,000	49,266,000	37	+ 1	52,487,000	44,960,000	1.50	1.55	24.66	24.66
37	AmeriTrust Corp., Cleveland (d)	56,085,000	60,099,000	32		62,022,000	58,085,000	1.00	1.12	9.63	10.93
38	Southeast Banking Corp., Miami (d)	52,629,000	49,328,000	36		52,647,000	49,285,000	0.72	0.80	12.04	14.31
39	U.S. Bancorp., Portland, Ore. (c)	52,201,000	65,093,000	28		52,067,000	64,526,000	0.92	1.28	11.95	16.51
40	Citizens & Southern Georgia Corp., Atlanta (c)	51,483,000	45,237,000	39		50,037,000	43,544,000	0.98	0.96	16.82	16.87
41	Valley National Corp., Phoenix, Ariz. (d)	51,020,000	57,124,000	35		50,543,000	54,481,000	0.78	0.98	12.99	15.80
42	First Union Corp., Charlotte, N.C. (d)	50,035,000	41,827,000	45	+ 3	43,076,000	32,085,000	0.99	0.99	19.26	19.00
43	National City Corp., Cleveland (c)	46,679,000	43,685,000	42		43,601,000	40,010,000	0.81	0.85	12.11	11.84
44	First Security Corp., Salt Lake City, Utah (c)	44,454,000	43,554,000	43		53,804,000	40,745,000	1.08	1.18	14.42	15.78
45	United Virginia Bankshares Inc., Richmond (d)	44,366,000	38,764,000	50	+ 5	41,213,000	35,761,000	1.05	1.07	17.08	16.90
46	Norstar Bancorp, Inc., Albany, N.Y. (c)	43,740,000	30,642,907	65	+19	44,404,000	31,113,915	1.27	1.32	15.99	13.90
47	Texas American Bankshares, Inc., Fort Worth (c)	43,661,000	40,895,000	46		42,521,000	38,748,000	1.02	1.19	16.38	17.63
48	Provident National Corp., Philadelphia (c,m)	43,629,000	36,797,000	55	+ 7	43,926,000	39,507,000	1.28	1.28	16.98	16.22
49	First Atlanta Corp. (c)	43,319,000	36,023,000	56	+ 7	38,393,000	33,116,000	1.13	1.10	19.86	18.88
50	Mercantile Bancorporation, Inc., St. Louis, Mo. (c)	42,777,000	42,336,000	44		41,704,000	42,420,000	0.85	0.96	14.53	16.25
51	Maryland National Corp., Baltimore (d)	42,180,000	38,926,000	49		40,636,000	37,813,000	0.96	1.01	15.09	15.80
52	Comerica, Detroit (c)	42,138,000	36,005,000	57	+ 5	35,690,000	30,348,000	0.66	0.63	11.83	11.01
53	Harris Bankcorp, Inc., Chicago (d)	40,106,000	33,442,000	60	+ 7	35,783,000	29,853,000	0.54	0.49	10.87	9.51
54	Fleet Financial Group, Inc., Providence, R.I. (d)	39,540,000	34,162,000	59	+ 5	39,037,000	32,750,000	1.00	1.00	18.52	18.09
55	Rainier Bancorporation, Seattle (d)	39,194,000	44,096,000	40		39,183,000	43,866,000	0.89	0.85	11.42	14.10
56	Midlantic Banks, Inc., Edison, N.J. (c)	39,128,000	33,119,000	61	+ 5	38,814,000	31,826,000	0.99	0.96	16.95	16.06
57	Sun Banks of Florida, Inc., Orlando (c)	38,724,000	29,139,000	75	+18	34,231,000	26,904,000	0.89	0.84	14.90	13.80
58	Whitney Holding Corp., New Orleans, La. (d)	38,200,302	31,347,329	64	+ 6	38,200,302	31,347,329	1.89	1.73	20.38	18.55
59	State Street Boston Corp.(c)	36,128,000*	28,064,000	78	+19	34,630,000	26,242,000	1.02	0.92	20.20	18.40
60	Bank of New England Corp., Boston (c)	35,417,000	34,925,000	58		35,679,000	33,707,000	0.74	0.85	16.77	18.53
61	Shawmut Corp., Boston (c)	35,393,000	24,387,000	92	+31	34,081,000	22,149,000	0.71	0.68	13.69	13.21
62	First National State Bancorporation, Newark, N.J. (c)	34,899,000	30,628,000	66	+ 4	34,958,000	30,019,000	0.84	0.79	15.77	15.23
63	Northern Trust Corp., Chicago (d)	33,618,000	28,112,000	53		32,519,000	35,155,000	0.51	0.62	10.23	12.50
64	First Alabama Bancshares, Inc., Montgomery (c)	33,347,000	30,242,000	68	+ 4	33,379,000	29,941,000	1.23	1.45	13.69	17.12
65	Virginia National Bankshares, Inc., Norfolk (c)	33,258,000	29,163,000	74	+ 9	31,397,000	27,561,000	0.99	1.05	17.39	17.31
66	BayBanks, Inc., Boston (c)	33,139,000	30,223,000	70	+ 4	33,235,000	30,374,000	0.94	0.93	14.76	15.10
67	CBT Corp., Hartford, Conn. (d)	31,916,000	27,226,000	80	+13	31,016,000	25,858,000	0.90	0.89	17.23	17.06
68	AmSouth Bancorporation, Birmingham, Ala. (c)	31,883,000	29,642,000	72	+ 4	31,900,000	29,678,000	1.07	1.08	13.83	14.30
69	Commerce Bancshares, Inc., Kansas City, Mo. (c)	31,381,000	30,234,000	69		31,477,000	10,454,000	1.03	1.10	13.54	13.91
70	First Tennessee National Corp., Memphis (c)	31,150,000	26,867,000	82	+12	26,785,000	25,234,000	0.94	0.91	15.23	14.34
71	Union Bancorp, Los Angeles (d,g,k)	30,981,000	29,368,000	73	+ 2	30,981,000	29,368,000	0.44	0.43	9.14	9.01
72	Bancorp Hawaii, Inc., Honolulu (d)	30,866,000	25,889,000	84	+12	29,866,000	25,879,000	1.10	1.08	17.90	17.37
73	American Security Corp., Washington, D.C. (d)	30,100,000	27,133,000	81	+ 8	28,664,000	26,084,000	0.98	1.00	15.28	15.33
74	First Wisconsin Corp., Milwaukee (c)	29,877,000	28,156,000	77	+ 3	29,119,000	28,156,000	0.63	0.62	12.59	12.94
75	Society Corp., Cleveland (c)	29,435,000	25,084,000	87	+12	26,754,000	22,744,000	0.73	0.69	12.50	11.29
76	First & Merchants Corp., Richmond (d)	29,336,000	20,302,000	111	+36	25,135,000	19,380,000	1.01	0.88	17.00	14.50
77	Huntington Bancshares, Inc., Columbus, Ohio (c)	29,232,000	27,273,000	79	+ 2	29,297,000	26,381,000	0.80	0.94	14.81	15.40
78	European American Bancorp, New York (d)	28,913,000	32,449,000	63		30,422,000	33,287,000	0.34	0.39	8.39	10.11
79	Fidelcor, Inc., Philadelphia (d)	28,493,000	26,359,000	83	+ 4	28,263,000	29,833,000	0.77	0.84	14.43	15.37
80	United Missouri Bancshares, Inc., Kansas City, Mo. (c)	28,296,000	24,388,000	91	+11	29,187,000	23,522,000	1.22	1.20	18.25	18.70
81	Lincoln First Banks, Inc., Rochester, N.Y. (d)	28,226,000	20,188,000	115	+34	24,022,000	17,950,000	0.78	0.59	14.32	10.98
82	Banco Popular de Puerto Rico, San Juan	28,095,111	23,733,696	97	+15	26,677,462	23,751,565	1.01	0.90	18.90	18.47
83	Third National Corp., Nashville, Tenn. (c)	27,200,000	16,497,000	137	+54	27,023,000	15,701,000	0.93	0.84	14.58	13.65
84	Continental Bancorp, Inc., Philadelphia (j)	27,188,000	24,063,000	96	+12	25,752,000	22,716,000	1.26	1.24	18.70	18.41
85	Flagship Banks, Inc., Miami (c)	27,179,000	24,607,000	90	+ 5	24,519,000	22,895,000	0.94	1.01	13.90	15.18
86	Cullen/Frost Bankers, Inc., San Antonio, Tex. (c)	26,722,000	21,820,808	103	+17	26,122,000	18,916,262	0.98	1.00	16.70	17.54
87	Citizens Fidelity Corp., Louisville, Ky. (d)	26,628,000	22,476,000	100	+13	25,051,000	22,235,000	1.25	1.21	16.10	17.75
88	First Kentucky National Corp., Louisville (c)	26,408,000	24,215,000	94	+ 6	25,597,000	21,108,000	1.02	1.13	15.15	15.05
89	BancOhio Corp., Columbus (c)	26,353,000	33,051,000	62		22,198,000	27,422,000	0.48	0.65	8.16	10.80
90	Fifth Third Bancorp, Cincinnati (c)	26,304,000	23,651,000	96	+ 8	26,595,000	23,242,000	1.75	1.91	17.52	17.62
91	Marshall & Ilsley Corp., Milwaukee, Wis. (c)	26,132,000	22,306,000	101	+ 9	26,290,000	20,229,000	1.00	0.93	15.22	14.25
92	Key Banks, Inc., Albany, N.Y. (c)	25,922,000	22,003,000	102	+10	25,929,000	20,590,000	1.02	0.90	13.49	12.29
93	First Florida Banks, Inc., Tampa (c)	25,645,000	19,286,000	122	+29	25,311,000	19,321,000	1.10	1.02	17.78	16.65
94	Mercantile Bankshares Corp., Baltimore (c)	25,456,000	20,015,000	117	+23	24,897,000	19,768,000	1.60	1.50	15.60	14.20
95	American National Bank & Trust Co., Chicago(h)	25,424,000	25,099,000	86		28,022,000	25,120,000	0.99	1.00	17.28	17.14
96	Atlantic Bancorporation, Jacksonville, Fla. (c)	25,201,000	20,768,000	108	+12	21,268,000	17,786,000	1.03	1.02	15.73	14.07
97	First Maryland Bancorp., Baltimore (d)	25,040,000	24,117,633	95		23,981,000	23,821,000	0.79	0.90	14.49	15.75
98	First Virginia Banks, Inc., Falls Church (c)	25,008,000	18,915,982	123	+25	25,043,000	17,917,813	1.33	1.16	18.68	16.80
99	First National Cincinnati Corp. (c)	24,752,000	25,184,000	85		24,294,000	25,184,000	1.36	1.36	11.79	14.95
100	South Carolina National Corp., Columbia (d)	24,677,000	21,460,000	105	+ 5	16,720,000	21,478,000	1.31	1.29	16.69	15.80

(a)—Based on income before securities gains or losses. (b)—After taxes and minority interest, but before extraordinary items and preferred dividends. (c)—A multibank holding company. (d)—A one-bank holding company. (e)—After taxes, minority interest, security gains or losses and extraordinary items, but before preferred dividends. (f)—Data for 1981 are as reported in 1982, and may not be comparable with 1982 data because of mergers, changes in accounting principles, etc. (g)—A subsidiary of Standard Chartered Bank, Plc., London. (h)—A subsidiary of Walter E. Heller International Corp., Chicago. (i)—Affiliated with Bank of Tokyo, Ltd., Japan. (j)—Became one bank holding company in 1982. 1981 data is for bank. (k)—Income is for its subsidiary, Union Bank, Los Angeles. The amortization of "goodwill" significantly reduces the income of the holding company. (m)—Pittsburgh National Corp. and Provident National Corp. merged in Jan. 1983 to form PNC Financial Corp., Pittsburgh, which had pro forma net operating income of $115,745,000 for 1982. (r)—Based on revised data. Rank company would have had if revised data had been available. (R)—Revised. *—Includes (losses) from discontinued operations. *—Includes gain from the sale of its mortgage company subsidiary. *—Excludes after taxes gain on the sale of options to purchase its Boston headquarters. *—Excludes gain from sale of two banks and credit card business. *—R.O.A. is the return on average assets; R.O.E. is the return on average equity. The ratios are based on income before securities gains (losses).

Some Banking Companies Post Sizable Declines in Earnings, Survey Finds

Continued from page 1

100 grouping, and none was as large as Seafirst. Manufacturers National Corp., Detroit, was the largest dropout in 1981. It had ranked 67th in 1980 with $27.1 million in earnings. In 1981 its earnings fell to $6.3 million, and last year, excluding gains from its sale of Graham Mortgage Corp., Southfield, Mich., earnings rose to $12.2 million.

Last year, in addition to Seafirst, there were four other companies whose 1981 earnings were greater than Manufacturers National and who dropped out of the top 100 earners group in 1982. They were: Centerre Bancorp., St. Louis, whose earnings dropped to $23.2 million in 1982 to rank 104th from $38.8 million in 1981 when it ranked 51st; Girard Co., Philadelphia, whose 1982 earnings, excluding the $19.5 million gain from the sale of its headquarters building, fell to $12.4 million from $38.8 million in 1981, when it ranked 52d; Michigan National Corp., Bloomfield Hills, whose earnings fell to $3.3 million last year from $37.7 million in 1981 when it ranked 54th; and First Oklahoma Bancorp Inc., whose earnings fell to $20 million in 1982 to rank 126th from $30.5 million in 1981 when it ranked 67th.

A listing of the 11 banking companies dropping out of the top 100 earners group in 1982 appears in a table accompanying this story. In addition, the table shows the five companies reporting losses in 1981 and the eight companies reporting losses in 1982.

The largest drop in earnings of the top 100 companies in both 1981 and 1982 was posted by Continental Illinois Corp., Chicago. Its earnings fell 68% from $260 million in 1981, when it ranked fifth in earnings, to $84.4 million in 1982, when it ranked 23d.

Among the 10 largest earners, fourth-ranked Chase Manhattan Corp.'s earnings fell 25%, and BankAmerica Corp.'s earnings were down 24%.

Other significant drops in income last year were reported by 39th-ranked U.S. Bancorp., Portland, Ore., and 89th-ranked BancOhio Corp., Columbus, each down 20%; 24th-ranked Irving Bank Corp., New York, down 15%; 63d-ranked Northern Trust Corp., Chicago, down 12%. The following were each down 11%: 41st-ranked Valley National Corp., Phoenix, 55th-ranked Rainier Bancorp., Seattle, and 78th-ranked European American Bancorp., New York City.

Of the five companies with losses in 1981, three had earnings in 1982. They are Equimark Corp., Pittsburgh; Centran Corp., Cleveland; and Old Stone Corp., Providence, R.I.

However, the losses of the other two companies became worse in 1982. First Pennsylvania Corp., Philadelphia, had losses of $18.8 million in 1982, compared with losses of $5.2 million in 1981. And Citizens Banking Corp., Flint, Mich., had losses of $3.3 million in 1982, compared with losses of $0.5 million in 1981.

Among the eight firms with losses in 1982, Seafirst sustained the highest losses. It was followed by Colonial Bancorp. Inc., Waterbury, Conn., with $20 million in losses, First Pennsylvania, with losses of $18.8 million, and Old National Bancorp., Spokane, Wash., with $14.6 million in losses.

The Top Five Earners

As reported by the American Banker on Jan. 24, Citicorp, New York, maintained its ranking as the top earner in banking for the second

➤➤ Earners: Page 14

Pa. Brokerage Offers Performance Account

PHILADELPHIA — Janney Montgomery Scott Inc. said it is the first regional brokerage house to sign up with Reserve Management Co., New York, to offer the new Reserve Cash Performance Account to its customers.

Janney Montgomery is a subsidiary of Penn Mutual Life Insurance Co. here and has more than 400 registered representatives. By that measure, it is the largest Pennsylvania brokerage house. It has 26 offices in Pennslyvania, New York, New Jersey, Connecticut, and Rhode Island.

The account offers Reserve Management's new U.S. Govenent Securities Money Fund, Mellon Bank's Mastercard and Visa card, a line of unsecured credit and overdraft protection of up to $5,000 from Mellon, $150,000 worth of travel insurance at no extra cost, and unlimited checking. The annual fee is $50, and the minimum initial investment is $10,000.

International Group to Begin Wooing Members

ZURICH — The Institute for International Banking wound up its meeting here last week and will begin soliciting memberships from all international lenders.

The institute, which grew out of meetings of international bankers held near London's Ditchley Park, was formed so banks and other lenders can exchange information on international borrowers. It will have its headquarters in Washington, D.C.

Two Belgian banks joined the group, bringing the membership to 37. The new members are Banque Bruxelles Lambert SA and Kredietbank NV.

The next meeting of the institute is planned for Tokyo in June, and at that time the group plans to name a director. William S. Ogden, who recently resigned as vice chairman of Chase Manhattan Corp., has been active in forming the institute and is considered a likely candidate for the director's post. But Mr. Ogden has repeatedly said the position should go to a banker who is not from the U.S. ■

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Earners . . .

Continued from page 13

consecutive year. It posted the largest increase in income before securities transactions — 34.6% — among the 10 largest banks.

J.P. Morgan, New York, advanced two places to second, surpassing BankAmerica Corp., San Francisco, in third position, and Chase Manhattan Corp., New York, in fourth position. Morgan posted an 18% increase in its earnings, to move to its highest ranking since the American Banker began its earnings tabulations in 1968.

BankAmerica had earnings of $419.6 million, down 5.8% from yearend 1981. And Chase was down 25.1%, to $332.5 million.

Manufacturers Hanover Corp., New York, was up one place, to fifth. It improved its earnings by 15.5%, to $296.3 million.

Other Major Survey Findings

The earnings of the top 100 banking firms rose by only 6.7% last year, the smallest gain since 1976, when earnings for the top 100 rose 4%. In 1981, earning of the top 100 were up 9.5%.

The American Banker survey is based on net operating income — income after taxes, loan-loss provisions, and minority interest, but before securities gains or losses, extraordinary items, and preferred dividends.

The American Banker excludes from net operating income, whenever possible, nonrecurring items such as the sale of buildings and subsidiaries. Approximately the top 300 banking firms — both domestic bank holding companies and banks not controlled by holding companies — are surveyed to derive the listing of the top 100 earners.

To avoid double counting, the banking subsidiaries of holding companies are excluded from the tabulation if their parents are listed.

For the third consecutive year, the listing of the top 100 earners includes a two-year comparison of the return on average assets and the return on average equity capital for each company. These ratios are based on net operating income and, in most cases, are calculated by the banks and reported by them to the American Banker.

Banking Companies Dropped from Top 100 Earners in 1982

In Order of 1981 Earnings Rank (Dollar Figures in Thousands)

1981 Rank		Net Operating Income (In Thousands of Dollars) 1982	1981	% Chg.	1982 Rank	Reason for Decline
23	Seafirst Corp.	(90,194)	78,515	- 215	...	Massive loan-loss provision due to Penn Square and energy-related loans
51	Centerre Bancorp	23,195	38,761	- 40	104	Increased loan-loss provision
52	Girard Co.[1]	12,380	38,661	- 68	177	Increased loan-loss provision
54	Michigan National Corp.	3,338	37,705	- 91	...	Increased loan-loss provision related to Penn Square Bank
67	First Oklahoma Bancorp	20,002	30,487	- 34	126	Increased loan-loss provision due to problem energy loans
71	IntraWest Financial Corp.	(10,839)	29,955	- 136	...	Increased loan-loss provilon
76	United Banks of Colorado	23,873	28,633	- 17	103	Increased loan-loss provision
88	Fidelity Union Bancorp.	12,596	24,877	- 51	175	Lower net interest income, a loss in 1982 related to a long-standing equity involvement and higher income taxes
89	First United Bancorp.	17,180	24,733	- 31	136	Increased loan-loss provision due to rise in nonperforming real estate and energy loans
93	Riggs National Corp.	21,407	24,350	- 12	113	Loss on sale of receivabies
99	Dominion Bankshares Corp.	22,490	22,712	- 1	107	Narrowed margin and sluggish loan demand

[1] Earnings for 1982 exclude $19.5 million gain from sale of headquarters building.

The three top firms in return on average assets are: Whitney Holding Corp., New Orleans, with 1.89%; Fifth Third Bancorp., Cincinnati, with 1.75%; and Allied Bancshares Inc., Houston, with 1.64%. These were also the top three firms in return on assets in 1981, but Whitney surpassed Fifth Third as the top bank in return on assets in 1982.

The three lowest returns on average assets were reported by Crocker National Corp. with 0.30%; BankAmerica Corp. with 0.32%; and European American Bancorp with 0.34%. These were the same three firms with the lowest return on assets in 1981.

The three top banks in return on average equity are: Allied Bancshares Inc., Houston, with 25.57%; Trust Co. of Georgia, Atlanta, with 24.66%; and InterFirst Corp., Dallas, with 21.50%.

The three lowest returns on average equity were posted by Continental Illinois Corp. with 4.90%; Crocker National Corp. with 6.11%; and BancOhio Corp., Columbus, with 8.16%.

Largest Gainers

Sixty-seven companies among the top 100 earners posted gains in rank last year. This compares with 45 in the previous year.

The largest gain in rank was scored by Third National Corp., Nashville, Tenn., which rose 54 places to 83d. The corporation acquired Ancorp Bancshares Inc., Chattanooga, at yearend.

First & Merchants Corp., Richmond, was up 35 places to 76th; Lincoln First Banks Inc., Rochester, N.Y., was up 34 places to 81st; and Shawmut Corp., Boston, rose 31 places to 61st. Virginia Banks Inc., Falls Church, moved up 25 places to 98th; and Mercantile Bankshares Corp., Baltimore, rose 23 places to 94th.

In terms of percentage increases in income, the largest gainer was Third National Corp., Nashville, whose income rose 65% in 1982, compared with 1981 income that was not restated for its yearend 1982 merger.

Banc One Corp., Columbus, Ohio, had a 59% increase in earnings to rank 34th in earnings in 1982; 20th-ranked Mercantile Texas Corp., Dallas, had a 55% income gain; the earnings of 32d-ranked Southwest Bancshares Inc., Houston, were up 54%; and 35th-ranked Philadelphia National Corp. had a 53% gain in earnings. ■

Casco Bank & Trust Reorganizes Divisions

PORTLAND, Me. — Several major organizational changes has been made at Casco Bank & Trust Co., with the bank's principal divisions realigned under four executive vice presidents.

In addition, the bank promoted thirteen officers to the post of senior vice prresidents.

Casco's personal banking and trust services are now consolidated under the leadership of Frank H. Parker, executive vice president, with the follwing serving as senior vice presidents: B. Terence Goodwin, marketing & communications; Paul J. White, trust services; Edward M. William, personal banking services; and Kendall E. Reed, branch management.

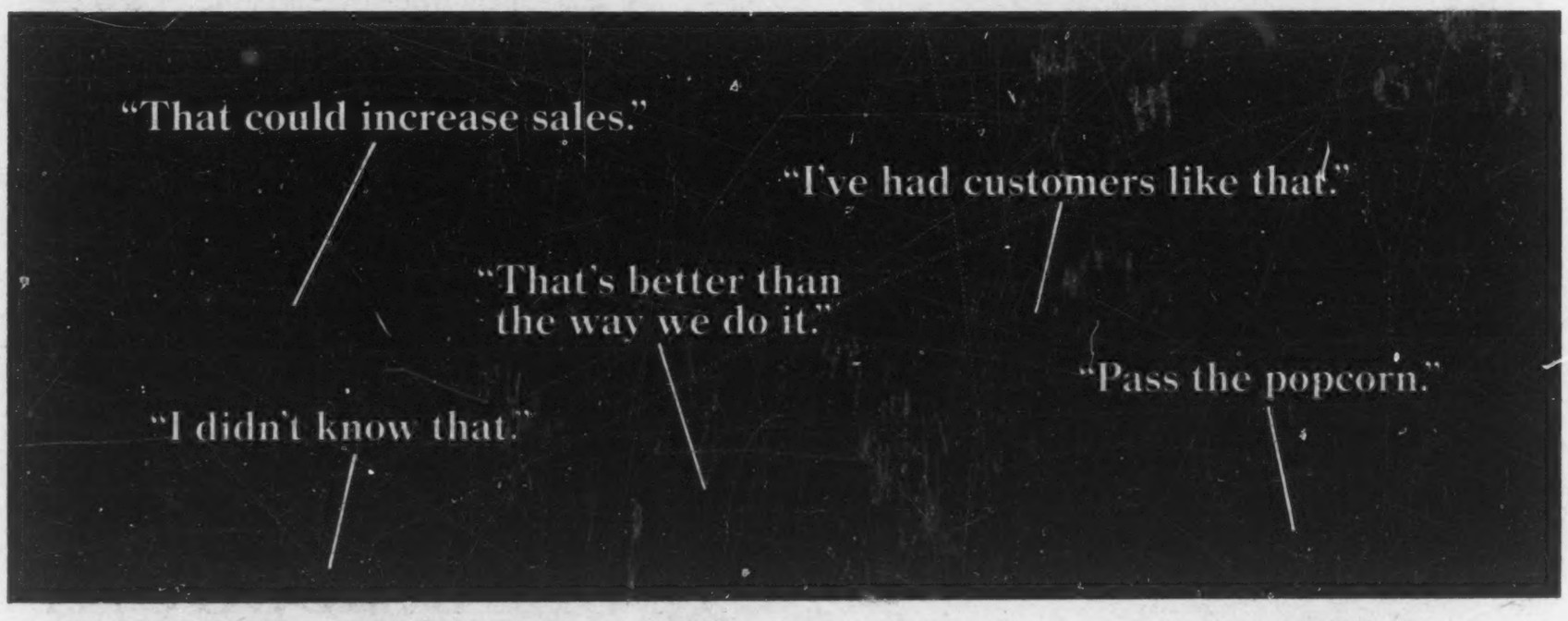
Commercial banking services are headed by executive vice president Bruce U. Munger, and include senior vice presidents Dana F. Cary, commercial banking support services; Denion Gallaudet, lending & development; Edward J. McComb, money management; Paul R. McConnell, commercial lending & development; L. Richard Murray, commercial real estate & business services; and Richard A. McNaughton, municipal lending & development.

John L. Donovan is the executive vice president in charge of internal services, and the senior vice presidents in his area are: George N. Cemodanovs, controller; J. Scott Foster, data processing & operations; and Richard H. Hayden, corporate counsel.

Carleton L. Bradbury, who was named executive vice president, with major responsibility for personnel functions, headed by vice president Edward J. Mulkern. Mr. Bradbury and will also conduct a reorganization of the bank's mortgage policies as part of his duties.

In announcing the changes, Casco Bank president John M. Daigle explained that they were being made in recognition of the realities of a deregulated environment, as well as the needs of a maturing organization.

"We've come a long way as a bank since we were incorporated 50 years ago," said Mr. Daigle. "Not only have we grown into a major banking organization that now serves a large portion of the state, we also are dealing with a more complex array of banking products in a highly competitive environment. We beleive our new corporate structure is a better reflection of how our team is organized, with the flow of responsibilities more clearly defined." ■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Banking Companies With 1981 Losses

In Order of Losses (Thousands of Dollars)

	Earnings (Losses)	
	1981	1982
Equimark Corp., Pittsburgh	(46,872)	4,456
Centran Corp., Clevaland	(12,081)	12,149
Old Stone Corp., Providence, R.I.	(7,758)	14,174
First Pennsylvania Corp., Philadelphia	(5,227)	(18,755)
Citizens Banking Corp., Flint, Mich.	(532)	(3,320)

Banking Companies With 1982 Losses

In Order of Losses (Thousands of Dollars)

	Earnings (Losses)	
	1982	1981
Seafirst Corp., Seattle	(90,194)	78,515
Colonial Bancorp. Inc., Waterbury Conn.	(19,987)	8,300
First Pennsylvania Corp., Philadelphia	(18,755)	(5,227)
Old National Bancorp., Spokane, Wash.	(14,569)	10,142
Hibernia Bancshares Corp., San Francisco	(14,315)	N.A.
IntraWest Financial Corp., Denver	(10,859)	29,955
Citizens Banking Corp., Flint, Mich.	(3,320)	(532)
Lloyds First Western Corp., Wilmington, Del.	(2,382)	3,541

To Our Readers

American Banker would appreciate your comments on the Top 100 Bank Earners statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

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Performance . . .

Continued from page 2

year to date. Over this period, they have risen 13.1%, compared with an 8.8% jump in the S&P 400.

Money center bank stocks have outperformed the regionals both during the latest four weeks and the year. Money-center banks have risen 9.6% and 15.4% in the two periods, respectively, compared with increases of 5.2% and 10.8% at the regionals.

Of the 75 bank issues followed weekly by Salomon Brothers, 48 gained, 20 declined, and seven were unchanged.

The largest gain was a 3¾ point increase at Northern Trust Corp. of Chicago to 53.

The largest decline was at Republic-Bank Corp. of Dallas, which dropped 2¾ points to 31¼.

Texas bank stocks, once analysts' favorites because of their earnings performance and the state's solid economy, have fallen into disfavor. Problems in the energy sector related to the decline in oil prices are a major reason.

In the latest week, three large Texas bank holding companies — Republic-Bank Corp., InterFirst Corp., and Southwest Bancshares Inc. — all showed declines of 1½ points or more.

Cap Actions . . .

Continued from page 2

ment that it will acquire a controlling interest in the $46 million-asset Farmers State Bank of Madisonville and complete its acquisition of the common stock Marlin Bancshares that it does not already own.

Managing underwriters for the offering were Eppler, Guerin & Turner Inc., Dallas, and Edward D. Jones & Co., St. Louis.

Duff & Phelps has lowered its rating on the notes and debentures of **U.S. Bancorp.**, Portland, Ore., to D&P-2 from D&P-1.

The Chicago rating agency said the lower rating reflected a sharp increase in problem loans over the past year and pointed out that U.S. Bancorp.'s nonperforming assets climbed to 6.18% of total loans at the end of last year from 2.20% at yearend 1981.

—**John P. Forde**

American Banker classifieds must work — they are growing faster each week.

Mergers, Acquisitions

General Bancshares Corp. of St. Louis has received approval from the Federal Reserve Bank of St. Louis to acquire **First National Bank of Benld,** Ill.

Under Illinois' Multibank Holding Company Act of 1982, the $1.5 billion-asset General Bancshares was the only out-of-state bank holding company allowed to acquire banks in Illinois.

Acquisition of the $22.6 million-asset First National of Benld is part of a plan by General Bancshares to increase Illinois operations. The company hopes to have $1 billion in assets in Illinois by yearend.

Financial General recently dropped a suit against five small Kansas City bank holding companies controlled by Frank S. Morgan. The suit had charged that the companies were trying illegally to gain control of Financial General.

Under a previous agreement, the companies were to exchange their 22.8% share of General Bancshares for Traders Bank of Kansas City, a subsidiary of the St. Louis holding company. That deal was terminated.

In the latest accord, the five companies agreed to sell their General Bancshares stock back to the St. Louis company and litigation was dropped.

Fed Names 7 to Thrift Council

WASHINGTON — The Federal Reserve Board appointed seven new members of its Thrift Institutions Advisory Council and designated Harry W. Albright, president of the Dime Savings Bank, New York, as president of the council for the current year.

Thomas R. Bomar, president of AmeriFirst Federal Savings & Loan Association of Miami, Fla., has been designated vice president of the council.

The council is an advisory group made up of 10 representatives from nonbank depository thrift institutions.

James A. Aliber, chairman and chief executive officer of First Federal Savings & Loan Association, Detroit,; Gene R. Artemenko, president of United Airlines Employees' Credit Union, Chicago; John R. Eppinger, president and chief executive officer of MainLine Federal Savings & Loan Association, Villanova, Pa.; Norman M. Jones, president of Metropolitan Federal Savings & Loan Association, Fargo, N.D.; Robert R. Masterson, president of the Maine Savings Bank, Portland, Maine; and Fred A. Parker, president of Heritage Federal Savings and Loan Association, Monroe, N.C.

Those reappointed to the council, in addition to Mr. Albright, are: Mary A. Grigsby, chairman and chief executive officer of Houston First American Savings Association, Houston; and James F. Montgomery, chairman of the board of Great Western Financial Corp., Beverly Hills, Calif. ■

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American Banker

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VOL. CXLVIII NO. 63 | Thursday, March 31, 1983 | 148th Year

Politics Factor In Citi Bid for Rapid City Bank

By RICHARD RINGER

CHICAGO — Geography and politics were major factors behind Citicorp's selection of American State Bank of Rapid City, S.D., to be its presumed springboard for getting into the insurance business under a new South Dakota law, according to industry sources.

Now that Gov. William Janklow has got in place his plan of attracting jobs and investment to South Dakota by luring banks to locate in the state, he wants "to spread the opportunities around," one banking source said.

"It makes a lot of political sense to distribute the benefits to cities throughout South Dakota," the source said.

Added an analyst with a Rapid City securities firm, "If Citicorp had no real preference of where in the state it wanted to acquire a bank to set up an insurance subsidiary, I can see where the governor might encourage Citicorp

➳ American State: Page 39

Texas, Southeast Bank Firms Outpace Nation

By KENNETH J. HICKS

NEW YORK — A wave of mergers and acquisitions helped bank holding companies in Texas and the Southeast grow last year at double the national rate and more than four times as fast as those in the economically depressed Midwest.

This is among the findings of the American Banker's latest survey of the nation's largest bank holding companies, covering data as of Dec. 31, 1982. The survey has been expanded to the 200 largest companies from the 100 included in previous years.

Two keys to asset growth last year were active acquisition programs and location in regions not hard hit by the recession. Companies which met either or both of these conditions showed considerably higher asset gains than the 11% average rise posted by all 200 companies in the survey.

The 23.1% gain of the southeastern holding companies led all regions. Their assets increased to $105.3 billion from $85.5 billion in 1981.

Texas bank holding companies showed a gain of 23.8% to $109.7 billion in assets from $88.6 billion. Although their merger activity slowed a bit from the torrid pace of 1981, they continued last year to acquire other banks at a fast clip.

Twelve Texas holding companies in the top 200 purchased 70 banks. As of Dec. 31, these holding companies controlled 370 banks, compared with 300 a year earlier.

Midwestern bank holding companies had the poorest overall performance, posting asset growth of 4.1%.

Big Gains in Southeast

Georgia bank holding companies, which advanced 27.8%, led the southeast region and finished second in the nation. In the region, they were followed by increases of 24.5% in North Carolina, 23.6% in Virginia, 22.9% in South Carolina, and 19.4% in Florida.

Holding companies in the Southwest — which includes Texas, New Mexico, Arizona, Colorado, and Utah — had an average gain of 21.9%.

➳ Holding Cos.: Page 38

Antifloat Bill Introduced in California

Newspaper Columnist's Campaign, Letters Prompt Action

By GEOFF BROUILLETTE

SAN FRANCISCO — A bill that would speed up customer access to deposited funds has been introduced in the California legislature by Assembly Speaker Willie L. Brown Jr. Mr. Brown said he was prompted to introduce the bill as a result of an antifloat campaign launched last month by a newspaper columnist.

Mr. Brown has received more than 5,000 letters because of articles written by San Francisco Examiner columnist Bill Mandel, who was angry over long delays in having out-of-state checks credited to his account.

A San Francisco Democrat, Mr. Brown is considered "the second most powerful" elected official in Sacramento, the state capital. The California Assembly is controlled by Democrats.

The bill would change the state's Uniform Commercial Code to require banks to make funds drawn on out-of-town banks or other local banks available to customers as soon as the bank receives credit for the money or within five banking days after the receipt of the final deposit.

In addition, it would alter a code provision which denies customers access to cash deposits until the next banking day. The bill would permit

➳ Float: Page 39

First Chicago Abolishing Its Trust Department

By DAVID O. TYSON

NEW YORK — The First National Bank of Chicago is effectively doing away with its trust department, distributing some functions among other divisions of the bank and spinning out its investment management group into a separate affiliate.

Insurer, 1st Chicago Offer Cash Plan, page 3.

Richard L. Thomas, president, said in a telephone interview that the bank's lawyers have not decided whether the affiliate will be a subsidiary of the bank or its holding company, First Chicago Corp.

➳ Restructure: Page 21

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Check-Carrying Jet Crashes
A small plane carrying checks from the west crashed Wednesday morning as it attempted to land. The pilot and copilot were killed 3

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The Top Bank Holding Companies

What exactly consititutes a bank? The Federal Reserve, the Comptroller of the Currency, and the Federal Deposit Insurance Corp. all say different things. E. Gerald Corrigan, president of the Federal Reserve Bank of Minneapolis, examines the issue in today's special section. And Dean Witter Reynolds Paul Kelly looks at the continued popularity of preferred stock. See page.....11

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The Top 200 Bank Holding Company Systems in the U.S.(a)

BY SIZE OF ASSETS DEC. 31, 1982, COMPARED WITH DEC. 31, 1981

Compiled by American Banker Copyright 1983

Rank 12/31/82	Bank Holding Company / Largest Controlled Bank in Deposits	Assets (b) 12/31/82 $	Assets (b) 12/31/81 (c) $	Rank 12/31/81	Gain	Deposits (b) 12/31/82 $	Deposits (b) 12/31/81 (c) $	Controlled Banks (i) 12/31/82 No. of Banks	Controlled Banks (i) 12/31/82 No. of Branches
1	Citicorp, New York Citibank NA, New York	129,997,000,000	119,232,000,000	2	+ 1	76,538,000,000	72,125,000,000	2	459
2	BankAmerica Corp., San Francisco Bank of America NT&SA, San Francisco	122,220,806,000	121,158,350,000	1		94,341,795,000	94,369,453,000	1	1,204
3	Chase Manhattan Corp., New York Chase Manhattan Bank NA, New York	80,862,903,000	76,837,507,000	3		56,857,847,000	58,585,662,000	2	214
4	Manufacturers Hanover Corp., New York Manufacturers Hanover Trust Co., New York	64,040,552,000	59,108,519,000	4		43,824,670,000	42,462,035,000	3	235
5	J.P. Morgan & Co., Inc., New York Morgan Guaranty Trust Co., New York	58,597,000,000	53,521,905,000	5		37,910,000,000	36,023,739,000	2	4
6	Chemical New York Corp. Chemical Bank, New York	48,274,842,000	44,916,933,000	7	+ 1	27,998,414,000	29,429,577,000	2	400
7	Continental Illinois Corp., Chicago Continental Illinois Nat'l Bank & Trust Co., Chicago	42,899,424,000	46,971,755,000	6		28,175,021,000	29,594,005,000	3	0
8	First Interstate Bancorp., Los Angeles First Interstate Bank of California, Los Angeles	40,884,295,988	36,982,090,847	8		30,542,067,142	27,407,173,871	22	936
9	Bankers Trust New York Corp. Bankers Trust Co., New York	40,427,059,000	34,213,010,000	9		24,492,559,000	23,345,022,000	3	79
10	Security Pacific Corp., Los Angeles Security Pacific National Bank, Los Angeles	36,991,034,000	32,999,000,000	11	+ 1	25,848,489,000	23,446,000,000	1	622
11	First Chicago Corp. First National Bank, Chicago	35,876,372,000	33,562,442,000	10		27,418,645,000	25,554,923,000	1	0
12	Crocker National Corp., San Francisco Crocker National Bank, San Francisco	24,938,759,000	22,494,462,000	13	+ 1	18,194,526,000	16,494,955,000	1	379
13	Wells Fargo & Co., San Francisco Wells Fargo Bank NA, San Francisco	24,814,047,000	23,219,189,000	12		18,179,790,000	17,371,147,000	1	394
14	InterFirst Corp., Dallas InterFirst Bank, Dallas	21,030,401,000	17,318,000,000	17	+ 3	14,405,426,000	12,559,000,000	51	0
15	Mellon National Corp., Pittsburgh Mellon Bank NA, Pittsburgh	20,294,405,000	18,448,000,000	15		12,328,322,000	11,838,000,000	1	113
16	Marine Midland Banks, Inc., Buffalo, N.Y. Marine Midland Bank NA, Buffalo	20,238,764,000	18,580,463,000	14		15,056,936,000	14,188,360,000	1	293
17	Irving Bank Corp., New York Irving Trust Co., New York	19,514,285,000	18,227,220,000	16		14,152,624,000	14,006,245,000	14	1
18	First National Boston Corp. First National Bank, Boston	18,267,397,000	16,809,052,000	18		11,674,496,000	11,019,908,000	11	164
19	Texas Commerce Bancshares, Inc., Houston Texas Commerce Bank NA, Houston	18,200,000,000	14,511,591,000	21	+ 2	13,200,000,000	10,528,654,000	58	0
20	Northwest Bancorporation, Minneapolis Northwestern National Bank, Minneapolis	17,584,679,000	15,141,380,000	19		11,971,229,000	11,386,218,000	86	1
21	RepublicBank Corp., Dallas RepublicBank Dallas	17,218,299,000	14,441,096,000	22	+ 1	11,941,666,000	10,086,276,000	35	0
22	First Bank System, Inc., Minneapolis First National Bank, Minneapolis	16,899,365,000	14,911,285,000	20		11,876,865,000	11,022,734,000	93	152
23	First City Bancorporation of Texas, Inc., Houston First City National Bank, Houston	16,567,101,000	14,291,097,000	23		13,354,883,000	10,859,113,000	60	0
24	Bank of New York Co., Inc. Bank of New York	12,723,562,000	11,462,995,000	25	+ 1	8,873,178,000	8,079,888,000	2	190
25	NBD Bancorp., Inc., Detroit National Bank of Detroit	12,406,937,000	12,144,873,000	24		8,579,731,000	8,655,694,000	17	202
26	NCNB Corp., Charlotte, N.C. NCNB National Bank of North Carolina, Charlotte	11,559,531,000	7,724,381,000	28	+ 2	7,921,593,000	5,223,402,000	4	335
27	Mercantile Texas Corp., Dallas Mercantile National Bank, Dallas	10,190,043,000	6,870,165,000	32	+ 5	7,332,166,000	4,720,714,000	26	0
28	Seafirst Corp., Seattle Seattle-First National Bank	10,028,452,000	10,747,100,000	26		8,175,039,000	8,149,026,000	1	1
29	Republic New York Corp. Republic National Bank, New York	9,280,172,000	7,706,891,000	29		6,769,870,000	5,250,941,150	1	31
30	European American Bancorp, New York European American Bank & Trust Co., New York	8,324,538,000	8,145,537,000	27		5,755,822,000	5,865,999,000	1	94
31	Union Bancorp, Los Angeles Union Bank, Los Angeles	7,689,789,000	6,895,365,000	...		5,131,784,000	N.A.	1	59
32	Pittsburgh National Corp. Pittsburgh National Bank	7,622,017,000	6,934,537,214	31		4,794,602,000	4,440,774,909	1	113
33	Comerica, Inc., Detroit Comerica Bank-Detroit	7,378,332,000	6,154,170,000	39	+ 6	5,872,282,000	4,785,581,000	17	193
34	Southeast Banking Corp., Miami Southeast Bank Na, Miami	7,274,000,000	6,453,271,000	33		5,521,000,000	4,969,919,000	1	131
35	Valley National Corp., Phoenix, Ariz. Valley National Bank, Phoenix	7,183,032,000	6,136,387,000	40	+ 5	5,512,684,000	5,027,252,000	1	223
36	Harris Bankcorp, Inc., Chicago Harris Trust & Savings Bank, Chicago	7,136,793,000	7,488,029,000	30		4,896,521,000	4,574,480,000	3	0
37	Barnett Banks of Florida, Inc., Jacksonville Barnett Bank of South Florida NA, Miami	6,932,141,000	5,504,347,000	45	+ 8	5,759,447,000	4,452,989,000	23	201
38	Southwest Bancshares, Inc., Houston Bank of the Southwest NA, Houston	6,926,581,000	5,253,324,000	50	+ 12	5,770,039,000	3,957,705,000	33	0
39	Wachovia Corp., Winston-Salem, N.C. Wachovia Bank & Trust Co. NA, Winston-Salem	6,916,367,000	6,265,890,000	35		4,933,250,000	4,487,701,000	1	198
40	National City Corp., Cleveland National City Bank, Cleveland	6,823,425,000	5,387,906,000	46	+ 6	4,487,730,000	3,437,895,000	13	157
41	Natwest Holdings Inc., New York(f) National Bank of North America, New York	6,807,340,000	5,969,291,000	...		5,218,623,000	4,725,764,000	1	156
42	Walter E. Heller International Corp., Chicago American National Bank & Trust Co., Chicago	6,647,218,000	6,256,699,000	36		2,279,843,000	2,083,569,000	1	0
43	Michigan National Corp., Bloomfield Hills Michigan National Bank, Detroit	6,504,137,000	6,228,956,000	38		5,543,929,000	5,108,647,000	26	365
44	Philadelphia National Corp. Philadelphia National Bank	6,301,254,000	6,297,071,000	34		4,171,725,000	4,402,599,000	2	68
45	Northern Trust Corp., Chicago Northern Trust Co., Chicago	6,252,733,000	6,237,616,000	37		4,369,083,000	4,314,383,000	1	0
46	First Union Corp., Charlotte, N.C. First Union National Bank, Charlotte	6,167,985,000	5,296,955,000	48	+ 2	3,672,977,000	3,260,594,000	1	204
47	Allied Bancshares, Inc., Houston Allied Bank of Texas, Houston	6,010,632,000	4,441,290,602	58	+ 11	4,971,057,000	3,599,714,600	44	0
48	Citizens & Southern Georgia Corp., Atlanta Citizens & Southern National Bank, Atlanta	6,004,578,000	4,914,519,000	53	+ 5	4,285,931,000	3,565,721,000	13	159
49	Rainier Bancorporation, Seattle Rainier National Bank, Seattle	5,864,656,000	5,819,372,000	41		4,260,405,000	4,318,239,000	1	136
50	BancOhio Corp., Columbus BancOhio National Bank, Columbus	5,822,355,000	5,511,428,000	44		4,495,170,000	4,157,275,000	2	268

(a)—Where a holding company has more than one bank, only the top bank is shown. (b)—Includes all consolidated subsidiaries. (c)—May not be comparable with following year because of acquisition, etc. (e)—Became a bank holding company in 1982. 1981 data is for bank. (f)—Data are for bank only. (i)—Number of banks includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. Branches are domestic only. (r)—Based on revised data. Rank that company would have had if revised figures had been available.

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Rank 12/31/82	Bank Holding Company Largest Controlled Bank in Deposits	Assets (b) 12/31/82 $	Assets (b) 12/31/81 (c) $	Rank 12/31/81	Gain	Deposits (b) 12/31/82 $	Deposits (b) 12/31/81 (c) $	Controlled Banks (i) 12/31/82 No. of Banks	Controlled Banks (i) 12/31/82 No. of Branches
51	U.S. Bancorp., Portland, Ore. United States National Bank of Oregon, Portland	5,756,309,000	5,655,994,000	42		4,077,298,000	3,933,681,000	7	1
52	AmeriTrust Corp., Cleveland AmeriTrust Co., Cleveland	5,753,475,000	5,529,552,000	43		4,160,356,000	4,079,226,000	1	124
53	Mercantile Bancorporation, Inc., St. Louis, Mo. Mercantile Trust Co. NA, St. Louis	5,691,332,000	5,137,847,000	52		3,713,055,000	3,506,832,000	33	0
54	First Pennsylvania Corp., Philadelphia First Pennsylvania Bank NA, Philadelphia	5,432,841,000	5,257,234,000	49		3,495,847,000	3,525,395,000	1	67
55	Shawmut Corp., Boston Shawmut Bank of Boston NA	5,375,529,000	3,983,226,000	65	+ 10	3,960,037,000	2,885,382,000	13	172
56	Manufacturers National Corp., Detroit Manufacturers National Bank, Detroit	5,284,228,000	5,224,631,000	51		4,078,436,000	4,056,521,000	9	141
57	Huntington Bancshares, Inc., Columbus, Ohio Huntington National Bank, Columbus	5,224,858,000	3,195,065,000	82	+ 25	3,955,039,000	2,358,675,000	5	176
58	Centerre Bancorp., St. Louis, Mo. Centerre Bank NA, St. Louis	5,122,499,000	5,334,777,000	47		3,494,341,000	3,537,043,000	22	0
59	CBT Corp., Hartford, Conn. Connecticut Bank & Trust Co., Hartford	5,069,859,000	3,575,964,000	73	+ 14	3,691,033,000	2,452,061,000	1	150
60	Bank of New England Corp., Boston Bank of New England NA, Boston	5,065,355,000	4,442,563,000	57		4,088,983,000	3,417,978,000	12	1
61	Maryland National Corp., Baltimore Maryland National Bank, Baltimore	5,055,299,000	4,500,650,000	56		2,925,972,000	3,159,110,000	2	196
62	Banc One Corp., Columbus, Ohio Bank One of Columbus NA	5,028,928,000	3,638,859,000	72	+ 10	3,895,585,000	2,874,238,000	23	204
63	Sun Banks of Florida, Inc., Orlando Sun Bank NA, Orlando	5,004,141,000	3,710,586,000	68	+ 5	4,095,263,000	3,157,595,000	16	163
64	First National State Bancorporation, Newark, N.J. First National State Bank, Newark	4,867,790,000	4,104,599,000	61		3,641,062,000	3,114,771,000	6	160
65	United Virginia Bankshares, Inc., Richmond United Virginia Bank, Richmond	4,847,711,000	3,925,577,000	66	+ 1	3,443,541,000	2,841,626,000	1	187
66	First Wisconsin Corp., Milwaukee First Wisconsin National Bank, Milwaukee	4,836,179,000	4,725,840,000	55		3,532,835,000	3,500,697,000	18	46
67	Girard Co., Philadelphia Girard Bank, Philadelphia	4,812,064,000	4,780,000,000	54		3,171,234,000	3,270,000,000	1	1
68	Texas American Bankshares, Inc., Fort Worth Texas American Bank/Fort Worth NA	4,717,155,000	4,043,000,000	63		3,662,469,000	3,072,000,000	22	0
69	First Security Corp., Salt Lake City, Utah First Security Bank of Utah NA, Ogden	4,608,987,000	4,161,330,000	60		3,319,124,000	2,999,783,000	4	157
70	Fleet Financial Group, Inc., Providence, R.I. Fleet National Bank, Providence	4,535,572,000	4,223,448,000	59		3,057,987,000	2,720,206,000	1	46
71	Trust Company of Georgia, Atlanta Trust Company Bank, Atlanta	4,510,559,000	3,459,903,000	77	+ 6	3,017,811,000	2,409,210,000	19	139
72	First Atlanta Corp. First National Bank, Atlanta	4,480,046,000	3,483,758,000	75	+ 3	3,046,141,000	2,442,791,000	3	89
73	Midlantic Banks, Inc., Edison, N.J. Midlantic National Bank, Newark	4,338,734,000	4,076,873,000	62		3,535,244,000	3,213,939,000	7	138
74	Hartford National Corp., Conn. Hartford National Bank & Trust Co.	4,127,897,000	2,825,698,000	95	+ 21	3,321,958,000	2,256,072,000	1	118
75	Fidelcor, Inc., Philadelphia Fidelity Bank, Philadelphia	4,114,849,000	3,659,236,000	70		3,018,953,000	2,691,565,000	1	67
76	Provident National Corp., Philadelphia Provident National Bank, Philadelphia	4,002,452,000	3,312,354,000	79	+ 3	2,606,736,000	2,196,685,000	2	68
77	State Street Boston Corp., Boston State Street Bank & Trust Co., Boston	3,914,980,000	3,388,066,000	78	+ 1	2,483,107,000	2,248,475,000	3	44
78	Society Corp., Cleveland Society National Bank, Cleveland	3,910,973,000	4,032,777,000	64		3,019,872,000	2,910,209,000	12	152
79	Lincoln First Banks, Inc., Rochester, N.Y. Lincoln First Bank NA, Rochester, N.Y.	3,891,904,000	3,545,914,000	74		3,014,516,000	2,644,087,000	1	139
80	Virginia National Bankshares, Inc., Norfolk Virginia National Bank, Norfolk	3,874,158,000	3,214,302,000	81	+ 1	3,107,331,000	2,486,980,000	1	196
81	BanCal Tri-State Corp., San Francisco Bank of California NA, San Francisco	3,839,364,000	3,923,501,000	67		2,728,006,000	2,452,860,000	1	44
82	First of America Bank Corp., Kalamazoo, Mich. City National Bank of Detroit	3,820,043,000	3,644,926,000	71		3,293,183,000	3,116,869,000	28	209
83	Riggs National Corp., Washington, D.C. Riggs National Bank, Washington, D.C.	3,718,248,000	3,667,792,000	69		3,056,436,000	3,002,705,000	1	1
84	BayBanks, Inc., Boston BayBank Middlesex, Burlington	3,709,662,000	3,462,024,000	76		3,167,614,000	2,866,098,000	10	203
85	Norstar Bancorp, Inc., Albany, N.Y. State Bank of Albany	3,652,951,000	2,561,755,512	105	+ 20	3,049,942,000	2,110,585,325	9	187
86	United Banks of Colorado, Inc., Denver United Bank of Denver NA	3,522,248,000	3,295,704,000	80		2,645,182,000	2,419,085,000	26	0
87	Florida National Banks of Florida, Jacksonville Florida National Bank of Jacksonville	3,498,496,000	2,616,473,000	103	+ 16	2,719,362,000	2,049,437,000	25	113
88	First Maryland Bancorp., Baltimore First National Bank, Baltimore	3,447,013,000	2,919,505,239	92	+ 4	2,299,433,000	2,132,747,104	2	144
89	Fidelity Union Bancorporation, Newark, N.J. Fidelity Union Bank, Newark	3,408,752,000	3,059,385,000	84		2,757,134,000	2,427,025,000	3	116
90	American Security Corp., Washington, D.C. American Security Bank NA, Washington, D.C.	3,406,894,000	3,046,150,000	85		2,568,657,000	2,367,383,000	1	34
91	First Tennessee National Corp., Memphis First Tennessee Bank NA, Memphis	3,392,116,000	3,148,108,000	83		2,512,240,000	2,336,081,000	14	115
92	Bank of Virginia Co., Richmond Bank of Virginia, Richmond	3,353,246,000	2,828,547,000	94	+ 2	2,530,131,000	2,029,767,000	3	123
93	Commerce Bancshares, Inc., Kansas City, Mo. Commerce Bank of Kansas City NA, Mo.	3,342,976,000	2,963,683,000	89		2,544,625,000	2,317,452,000	39	0
94	First Oklahoma Bancorp., Inc., Oklahoma City First National Bank & Trust Co., Oklahoma City	3,326,345,000	3,022,927,000	86		2,203,100,000	1,948,498,000	1	0
95	IntraWest Financial Corp., Denver IntraWest Bank of Denver NA	3,314,069,000	2,919,124,000	93		2,489,027,000	2,027,979,000	15	0
96	AmSouth Bancorporation, Birmingham, Ala. First National Bank, Birmingham	3,255,458,000	2,926,731,000	91		2,450,156,000	2,247,606,000	21	110
97	United Jersey Banks, Princeton, N.J. United Jersey Bank, Hackensack	3,232,127,000	2,813,567,000	96		2,590,795,000	2,120,351,000	8	118
98	Dominion Bankshares Corp., Roanoke, Va. First National Exchange Bank of Virginia, Roanoke	3,224,685,000	2,731,681,000	98		2,500,507,000	2,138,018,000	11	147
99	Equimark Corp., Pittsburgh Equibank, Pittsburgh	3,215,007,000	2,992,816,000	88		2,453,140,000	2,228,097,000	1	1
100	Third National Corp., Nashville, Tenn. Third National Bank, Nashville	3,134,560,000	2,048,883,000	130	+ 30	2,426,530,000	1,583,234,000	10	106

(a)—Where a holding company has more than one bank, only the top bank is shown. (b)—Includes all consolidated subsidiaries. (c)—May not be comparable with following year because of acquisition, etc. (e)—Became a bank holding company in 1982. 1981 data is for bank. (f)—Data are for bank only. (i)—Number of banks includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. Branches are domestic only. (r)—Based on revised data. Rank that company would have had if revised figures had been available.

The Top 200 Bank Holding Company Systems in the U.S.(a)

BY SIZE OF ASSETS DEC. 31, 1982, COMPARED WITH DEC. 31, 1981

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Rank 12/31/82	Bank Holding Company / Largest Controlled Bank in Deposits	Assets (b) 12/31/82 $	Assets (b) 12/31/81 (c) $	Rank 12/31/81	Gain	Deposits (b) 12/31/82 $	Deposits (b) 12/31/81 (c) $	Controlled Banks (l) 12/31/82 No. of Banks	Controlled Banks (l) 12/31/82 No. of Branches
101	First Alabama Bancshares, Inc., Montgomery Merchants National Bank of Mobile	3,123,890,000	2,621,631,000	102	+ 1	2,431,921,000	2,169,148,000	24	126
102	Flagship Banks, Inc., Miami Flagship National Bank, Miami	3,094,966,092	2,575,165,000	104	+ 2	2,643,781,963	2,112,143,000	27	138
103	American Fletcher Corp., Indianapolis American Fletcher Nat'l Bank & Trust Co., Indianapolis	3,038,369,000	2,942,958,000	90		2,074,775,000	1,957,366,000	1	62
104	Cullen/Frost Bankers, Inc., San Antonio, Tex. Frost National Bank, San Antonio	3,013,111,000	2,467,414,067	109	+ 5	2,441,744,000	1,956,873,324	11	0
105	Bancorp Hawaii, Inc., Honolulu Bank of Hawaii, Honolulu	2,971,295,000	2,787,139,000	97		2,628,460,000	2,364,474,000	1	69
106	Marshall & Ilsley Corp., Milwaukee, Wis. M&I Marshall & Ilsley Bank, Milwaukee	2,871,637,000	2,627,649,000	100		1,902,046,000	1,794,631,000	26	14
107	First Kentucky National Corp., Louisville First National Bank of Louisville	2,853,198,000	2,726,637,000	99		1,975,717,000	1,899,704,000	2	45
108	Central Bancorporation, Inc., Cincinnati Central Trust Co. NA, Cincinnati	2,833,198,000	2,433,113,000	111	+ 3	2,076,447,000	1,850,119,000	8	117
109	Key Banks, Inc., Albany, N.Y. Key Bank NA, Albany	2,794,718,000	2,500,250,000	108		2,325,153,000	2,005,322,000	6	173
110	First & Merchants Corp., Richmond First & Merchants National Bank, Richmond	2,794,355,000	2,550,867,000	107		2,194,958,000	1,987,917,000	1	144
111	Centran Corp., Cleveland Central National Bank, Cleveland	2,761,693,000	3,013,725,000	87		2,036,132,000	2,107,354,000	6	93
112	Boatmen's Bancshares, Inc., St. Louis, Mo. Boatmen's National Bank, St. Louis	2,757,872,000	2,354,742,000	113	+ 1	1,842,771,000	1,571,703,000	17	0
113	United Missouri Bancshares, Inc., Kansas City, Mo. United Missouri Bank of Kansas City NA	2,718,799,000	2,306,115,000	117	+ 4	1,781,023,000	1,566,739,000	24	0
114	Indiana National Corp., Indianapolis Indiana National Bank, Indianapolis	2,702,229,000	2,558,038,000	106		1,781,006,000	1,801,737,000	1	56
115	Central Bancshares of the South, Inc., Birmingham, Ala. Central Bank of the South, Birmingham	2,657,520,000	2,350,995,000	115		1,991,433,000	1,823,374,000	2	85
116	First American Bankshares, Washington, D.C. First American Bank of Virginia, McLean	2,657,104,826	2,626,670,000	101		2,172,296,264	2,200,887,000	12	155
117	First American Corp., Nashville, Tenn. First American Bank of Nashville NA	2,586,512,000	1,963,814,000	137	+ 20	2,003,612,000	1,562,398,000	10	76
118	Lloyds First Western Corp., Wilmington, Del. Lloyds Bank California, Los Angeles	2,574,970,000	.....	...		2,117,300,000	N.A.	1	102
119	First United Bancorporation, Inc., Fort Worth, Tex. First National Bank, Fort Worth	2,552,607,000	2,440,327,000	110		1,893,786,000	1,898,293,000	15	0
120	Atlantic Bancorporation, Jacksonville, Fla. Atlantic National Bank of Florida, Jacksonville	2,534,606,000	2,323,257,000	116		2,001,688,000	1,689,844,000	4	99
121	Central Fidelity Banks Inc., Richmond Central Fidelity Bank NA, Lynchburg	2,532,764,000	2,115,175,000	126	+ 5	2,005,316,000	1,590,557,000	1	1
122	First Florida Banks, Inc., Tampa First National Bank of Tampa	2,501,933,000	2,354,737,000	114		2,002,764,000	1,869,385,000	12	59
123	American Bancorp, Reading, Pa. American Bank & Trust Co., Reading	2,471,186,000	2,051,690,000	129	+ 6	2,099,679,000	1,754,301,000	1	83
124	National Central Financial Corp., Lancaster, Pa. Hamilton Bank, Lancaster, Pa.	2,459,477,000	2,165,954,000	124		1,689,009,000	1,558,930,000	1	64
125	Equitable Bancorporation, Baltimore Equitable Bank NA, Baltimore	2,457,505,000	2,110,631,000	127	+ 2	1,929,481,000	1,742,872,000	3	130
126	SouthTrust Corp., Birmingham, Ala. Birmingham Trust National Bank	2,441,447,000	2,060,696,000	128	+ 2	1,811,240,000	1,583,465,000	16	1
127	Citizens Fidelity Corp., Louisville, Ky. Citizens Fidelity Bank & Trust Co., Louisville	2,407,405,000	2,285,226,000	118		1,584,802,000	1,528,797,000	1	41
128	Colorado National Bankshares, Inc., Denver Colorado National Bank, Denver	2,406,374,000	1,630,834,860	149	+ 21	1,671,657,000	1,199,974,187	21	0
129	Chartercorp, Kansas City, Mo. First National Bank, Kansas City	2,390,547,000	2,247,034,000	120		1,825,919,000	1,671,627,000	25	21
130	First Hawaiian, Inc., Honolulu First Hawaiian Bank, Honolulu	2,384,029,000	2,147,129,000	125		2,043,828,000	1,835,082,000	1	47
131	Moore Financial Group Inc., Boise, Idaho Idaho First National Bank, Boise	2,361,435,000	2,016,555,000	132	+ 1	1,810,605,000	1,582,101,000	1	72
132	Old Kent Financial Corp., Grands Rapids, Mich. Old Kent Bank & Trust Co., Grand Rapids	2,352,659,000	2,237,060,000	121		1,958,522,000	1,835,396,000	13	98
133	Liberty National Corp., Oklahoma City Liberty National Bank & Trust Co., Oklahoma City	2,346,266,000	2,266,440,840	119		1,701,196,000	1,736,113,354	1	0
134	Marine Corporation, Milwaukee, Wis. Marine Bank NA, Milwaukee	2,340,873,000	2,030,947,000	131		1,807,502,000	1,587,575,000	17	40
135	Arizona BancWest Corp., Phoenix(e) Arizona Bank, Phoenix	2,337,245,710	.....	...		1,969,570,666	N.A.	1	94
136	Continental Bancorp, Inc., Philadelphia(e) Continental Bank, Norristown	2,300,148,000	2,040,000,000	...		1,977,921,000	1,730,000,000	1	66
137	Commerce Union Bancorp, Nashville, Tenn. Commerce Union Bank, Nashville	2,288,671,216	2,187,267,636	123		1,793,204,196	1,688,865,809	12	74
138	U.S. Trust Corp., New York United States Trust Co., New York	2,255,520,000	2,199,280,000	122		1,667,064,000	1,663,986,000	1	3
139	First National Cincinnati Corp. First National Bank, Cincinnati	2,238,886,000	2,000,047,000	134		1,445,541,000	1,290,707,000	8	63
140	Zions Utah Bancorporation, Salt Lake City, Utah Zions First National Bank, Salt Lake City	2,213,581,000	2,011,028,000	133		1,740,770,000	1,587,655,000	1	62
141	Schroders, Inc., New York J. Henry Schroder Bank & Trust Co., New York	2,211,241,000	2,393,408,000	112		1,737,531,000	1,813,290,000	1	1
142	Old Stone Corp., Providence, R.I. Old Stone Bank, Providence	2,133,217,000	1,902,875,000	139		1,683,223,000	1,499,361,000	1	1
143	Northwestern Financial Corp., North Wilkesboro, N.C. Northwestern Bank, North Wilkesboro	2,116,719,000	1,996,741,000	135		1,736,913,000	1,631,884,000	1	184
144	Suburban Bancorporation, Bethesda, Md. Suburban Bank, Bethesda	2,100,000,000	1,657,982,562	147	+ 3	1,700,000,000	1,302,892,471	3	76
145	South Carolina National Corp., Columbia South Carolina National Bank, Columbia	2,074,087,000	1,789,964,000	144		1,464,774,000	1,310,747,000	1	134
146	Deposit Guaranty Corp., Jackson, Miss. Deposit Guaranty National Bank, Jackson	2,073,295,000	1,851,707,062	141		1,383,793,000	1,288,681,888	1	65
147	Affiliated Bankshares of Colorado, Inc., Boulder First National Bank of Ccolorado Springs	2,058,184,273	1,837,721,079	143		1,723,984,154	1,542,089,704	29	0
148	Whitney Holding Corp., New Orleans, La. Whitney National Bank, New Orleans	2,046,996,321	1,977,767,582	136		1,568,075,482	1,496,809,891	1	14
149	First Virginia Banks, Inc., Falls Church First Virginia Bank-Falls Church	2,016,103,000	1,712,899,000	145		1,775,542,000	1,510,682,000	18	188
150	Peoples Ban Corp., Seattle Peoples National Bank, Seattle	2,005,262,000	1,696,630,000	...		1,494,163,000	1,302,582,000	1	192

(a)—Where a holding company has more than one bank, only the top bank is shown. (b)—Includes all consolidated subsidiaries. (c)—May not be comparable with following year because of acquisition, etc. (e)—Became a bank holding company in 1982. 1981 data is for bank. (f)—Data are for bank only. (l)—Number of banks includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. Branches are domestic only. (r)—Based on revised data. Rank that company would have had if revised figures had been available.

The Top 200 Bank Holding Company Systems in the U.S.(a)

BY SIZE OF ASSETS DEC. 31, 1982, COMPARED WITH DEC. 31, 1981

Compiled by American Banker Copyright 1983

Rank 12/31/82	Bank Holding Company Largest Controlled Bank in Deposits	Assets (b) 12/31/82 $	Assets (b) 12/31/81 (c) $	Rank 12/31/81	Gain	Deposits (b) 12/31/82 $	Deposits (b) 12/31/81 (c) $	Controlled Banks (l) 12/31/82 No. of Banks	Controlled Banks (l) 12/31/82 No. of Branches
151	Merchants National Corp., Indianapolis Merchants National Bank & Trust Co., Indianapolis	1,981,320,673	1,849,164,405	142		1,320,156,289	1,239,761,928	1	46
152	First Empire State Corp., Buffalo, N.Y. Manufacturers & Traders Trust Co., Buffalo	1,946,894,000	1,893,495,000	140		1,566,404,000	1,524,178,000	2	60
153	Hospital Trust Corp., Providence, R.I. Rhode Island Hospital National Bank, Providence	1,930,000,000	1,925,000,000	138		1,419,000,000	1,241,000,000	3	48
154	City National Corp., Beverly Hills, Calif. City National Bank, Beverly Hills	1,859,188,000	1,650,866,000	148		1,507,535,000	1,274,787,000	1	24
155	National Bancshares Corp. of Texas, San Antonio National Bank of Commerce, San Antonio	1,785,183,000	1,450,000,000	160	+ 5	1,474,112,000	1,190,000,000	14	0
156	First New Mexico Bankshare Corp., Albuquerque Albuquerque National Bank	1,774,019,000	1,577,388,000	152		1,532,429,000	1,336,222,000	11	69
157	Central Bancorporation, Inc., Denver Central Bank of Denver	1,732,431,687	1,459,189,000	159	+ 2	1,370,043,694	1,198,310,000	19	0
158	Hawkeye Bancorporation, Des Moines, Iowa Capital City State Bank, Des Moines	1,729,261,000	1,411,923,000	163	+ 5	1,419,684,000	1,142,685,000	34	89
159	Mercantile Bankshares Corp., Baltimore Mercantile-Safe Deposit & Trust Co., Baltimore	1,729,206,000	1,513,954,000	154		1,421,423,000	1,249,327,000	15	100
160	Fifth Third Bancorp, Cincinnati Fifth Third Bank, Cincinnati	1,720,875,000	1,428,237,000	162	+ 2	1,061,619,000	911,956,000	6	51
161	Union Trust Bancorp., Baltimore Union Trust Co. of Maryland, Baltimore	1,720,677,000	1,504,135,000	155		1,187,226,000	1,082,343,000	1	82
162	Heritage Bancorporation, Jamesburg, N.J. Heritage Bank NA, Jamesburg	1,713,248,000	1,570,633,000	153		1,438,157,000	1,329,018,000	2	91
163	Toledo Trustcorp, Inc., Ohio Toledo Trust Co., Ohio	1,708,682,169	1,357,538,694	167	+ 4	1,262,182,374	976,132,403	5	84
164	First Citizens Corp., Raleigh, N.C.(e) First-Citizens Bank & Trust Co., Raleigh, N.C.	1,655,305,842	1,514,545,697	...		1,420,826,344	1,320,219,270	1	245
165	Security New York State Corp., Rochester Security Trust Co., Rochester	1,644,194,000	1,459,212,000	158		1,361,747,000	1,128,767,000	9	81
166	Citizens & Southern Corp., Columbia, S.C. Citizens & Southern National Bank, Charleston	1,637,625,000	1,253,675,000	174	+ 8	1,290,373,000	964,241,000	1	110
167	Banks of Iowa, Inc., Cedar Rapids Merchants National Bank, Cedar Rapids	1,607,849,397	1,546,252,000	...		1,269,440,749	1,169,352,000	11	26
168	Winters National Corp., Dayton, Ohio Winters National Bank & Trust Co., Dayton	1,597,666,000	1,609,652,000	150		1,260,489,000	1,189,157,000	4	70
169	General Bancshares Corp., St. Louis, Mo. Bank of St. Louis	1,586,357,000	1,289,785,000	171	+ 2	1,260,439,000	1,042,575,000	13	0
170	Union Planters Corp., Memphis, Tenn. Union Planters National Bank, Memphis	1,581,757,000	1,370,681,643	166		1,044,007,000	898,437,715	3	39
171	Imperial Bancorp., Los Angeles Imperial Bank, Los Angeles	1,566,765,000	1,397,317,000	164		1,362,291,000	1,172,761,000	1	20
172	Landmark Banking Corp., Fort Lauderdale, Fla. Landmark First National Bank, Fort Lauderdale	1,565,914,136	1,379,038,012	165		1,234,311,857	1,085,111,394	5	39
173	Old National Bancorporation, Spokane, Wash. Old National Bank of Washington, Spokane	1,543,494,000	1,608,606,000	151		1,149,718,000	1,098,838,000	2	79
174	Horizon Bancorp., Morristown, N.J. American National Bank & Trust, Morristown	1,529,205,000	1,351,276,000	168		1,224,782,000	1,055,530,000	5	76
175	BancOklahoma Corp., Tulsa Bank of Oklahoma NA, Tulsa	1,526,603,000	1,471,746,000	156		1,153,326,000	1,121,020,000	1	0
176	Ellis Banking Corp., Bradenton, Fla. Ellis Bank & Trust Co., Sarasota	1,507,250,133	1,227,921,083	...		1,322,281,851	1,063,930,375	18	47
177	BancTexas Group, Inc., Dallas National Bank of Commerce, Dallas	1,500,000,000	1,006,635,000	...		N.A.	824,233,000	1	1
178	Union National Corp., Mount Lebanon, Pa.(e) Union National Bank, Pittsburgh	1,494,425,000	.....	...		1,304,327,000	N.A.	1	53
179	Southwest Florida Banks, Inc., Fort Myers, Fla. First National Bank, Fort Myers	1,489,522,000	1,273,963,000	172		1,288,903,000	1,099,466,000	16	51
180	Bank South Corp., Atlanta Bank of the South NA, Atlanta	1,464,907,000	1,315,749,000	170		936,929,000	910,752,000	4	47
181	First Capital Corp., Jackson, Miss. First National Bank, Jackson	1,442,412,798	1,430,582,000	161		1,145,350,399	1,133,481,000	1	47
182	Liberty United Bancorp., Inc., Louisville, Ky. Liberty National Bank & Trust Co., Louisville	1,442,014,000	1,072,335,000	...		1,040,369,000	763,884,000	1	61
183	First Jersey National Corp, Jersey City, N.J. First Jersey National Bank, Jersey City	1,440,945,533	1,107,222,000	...		1,182,248,040	917,645,000	4	52
184	Northeast Bancorp., Inc., New Haven, Conn. Union Trust Co., Stamford	1,389,341,000	1,242,215,000	...		1,177,567,000	1,042,665,000	1	57
185	First Railroad & Banking Co., Augusta, Ga. Georgia Railroad & Bank & Trust Co., Augusta	1,382,712,000	791,323,000	...		1,061,127,000	638,137,000	7	57
186	First Bankshares Corp. of South Carolina, Columbia First National Bank, Columbia	1,376,043,000	1,095,305,000	...		1,059,317,000	824,400,000	1	95
187	First Bancorporation of Ohio, Akron First National Bank, Akron	1,374,248,000	1,199,372,000	...		1,156,898,000	980,417,000	3	53
188	Branch Corp., Wilson, N.C. Branch Banking & Trust Co., Wilson	1,368,222,000	1,132,196,000	...		1,163,809,000	965,338,000	1	119
189	New Jersey National Corp., Trenton New Jersey National Bank, Trenton	1,364,967,000	1,255,049,603	173		1,140,354,000	1,009,140,125	1	52
190	First Commerce Corp., New Orleans, La. First National Bank of Commerce, New Orleans	1,357,599,000	1,252,400,000	175		935,202,000	850,830,000	1	14
191	Orbanco Financial Services Corp., Portland, Ore. Oregon Bank, Portland	1,355,036,000	1,463,503,000	157		823,145,000	827,468,000	4	1
192	Dauphin Deposit Corp., Harrisburg, Pa. Dauphin Deposit Bank & Trust Co., Harrisburg	1,347,394,000	825,519,000	...		1,107,463,000	655,812,000	1	49
193	First Tulsa Bancorporation, Inc., Okla. First National Bank & Trust Co., Tulsa	1,314,361,000	1,339,569,000	169		1,024,897,000	990,634,000	1	0
194	Hibernia Corp., New Orleans, La. Hibernia National Bank, New Orleans	1,311,332,000	1,187,779,000	...		967,431,000	896,797,000	1	16
195	Otto Bremer Foundation, St. Paul, Minn. First American National Bank, St. Cloud, Minn.	1,303,922,000	1,187,321,000	...		1,066,361,000	1,029,584,000	29	22
196	Greater Jersey Bancorp., West Paterson, N.J. New Jersey Bank NA, West Patterson	1,299,816,458	1,128,225,986	...		953,901,176	841,616,605	2	41
197	Pan American Bancshares, Inc., Miami Pan American Bank NA, Miami	1,266,185,000	968,127,000	...		1,020,673,000	777,355,000	7	45
198	Commonwealth National Financial Corp., Harrisburg, Pa.(e) Commonwealth National Bank, Harrisburg	1,264,072,000	1,107,978,000	...		924,616,000	911,760,000	1	47
199	Colonial Bancorp., Inc., Waterbury, Conn. Colonial Bank, Waterbury	1,262,478,000	1,252,261,489	...		1,026,865,000	996,526,300	1	62
200	La Salle National Corp., Chicago La Salle National Bank, Chicago	1,249,785,000	1,369,981,000	...		861,691,000	884,149,000	1	0

(a)—Where a holding company has more than one bank, only the top bank is shown. (b)—Includes all consolidated subsidiaries. c)—May not be comparable with following year because of acquisition, etc. (e)—Became a bank holding company in 1982. 1981 data is for bank. (f)—Data are for bank only. (l)—Number of banks includes only domestic banks controlled, according to definitions of Bank Holding Co. Act. Branches are domestic only. (r)—Based on revised data. Rank that company would have had if revised figures had been available.

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Texas, Southeast Bank Holding Companies Outpace the Nation

Continued from page 1

Despite suffering from the recession more than some of their neighbors, holding companies in a southern region including Tennessee, Alabama, Mississippi, Arkansas, and Louisiana still showed asset growth of 15.1%. Merger activity in Tennessee, which had aggregate asset growth of 21.1%, and Alabama, with a 15.1% gain, accounted for most of the increase.

Among Texas companies, Mercantile Texas Corp. of Dallas was the most active in acquiring other banks. The $10.2 billion-asset Mercantile, the fifth largest bank holding company in Texas and 27th biggest in the United States, added 15 banks. This accounted for more than one-half of its 22.6% asset growth.

Texas Commerce Bancshares Inc. of Houston, second largest in the state and 19th biggest in the U.S., acquired 12 banks in 1982. Its assets grew 25.4% to $18.2 billion. Acquisition of El Paso National Corp. and its seven banks accounted for a large percentage of the growth.

Merger Activity Hot in Georgia

Mergers also helped Georgia companies boost assets.

First Railroad & Banking Co. of Augusta bounded into the top 200 with a 74.7% gain, from $791.3 million to $1.3 billion. This gain was partially fueled by its acquisition of the $300 million-asset First South Bankcorp.

Citizens & Southern Georgia Corp. of Atlanta, which with $6 billion in assets is the state's largest bank holding company, acquired seven banks in 1982. This helped fuel a 20% rise in assets.

The five Georgia bank holding companies included in the rankings acquired 19 banks last year.

Economic and population growth also contributed to the strong showing made by southeastern holding companies.

Charles W. Peabody, an banking industry specialist at Merrill Lynch, Pierce, Fenner & Smith Inc., cited a recent study showing that businesses rate Florida and other southeastern states high on a list of "attractive places to do business."

When businesses migrate to these states, they create a need for housing, office space, and loans — all of which benefit area banks.

Mr. Peabody noted that Barnett Banks of Florida Inc., Jacksonville, offers a good example of the aggressive acquisition programs of banks in the region.

In 1982, the $6.9 billion-asset company opened or acquired 35 offices, pushing its total up to 201. Barnett announced a total of six acquisitions last year, including First Marine Banks Inc. of Riviera Beach and Great American Banks Inc. of Miami. Both purchases are expected to be completed this year.

Slow Growth on West Coast

West Coast companies had relatively flat asset gains, showing an average 4.9% rise. California holding companies were up 5.4%, to $264.8 billion from $251.2 billion in 1981.

Chicago holding companies, by far, had the slowest asset growth. Continental Illinois Corp., Harris Bankcorp., and LaSalle National Corp. showed declines of 8.7%, 4.7%, and 8.8%, respectively.

Illinois' large bank holding companies as a whole posted a decline of $1.7 billion, or 1.7%, to $98.8 billion from $100.5 billion.

In contrast, Ohio bank holding companies showed a total gain of 16%, spurred by the merger activity of Huntington Bancshares and Banc One Corp., both of Columbus; Toledo Trustcorp.; and Fifth Third Bancorp of Cincinnati.

In the Northeast and Northwest/Central states, big bank holding companies posted modest gains of 10.1% and 10.9%, respectively.

Assets of New York bank holding companies rose 9.3%, from $473 billion to $517.1 billion.

The 33.2% growth at Connecticut bank holding companies was the largest of any state in the nation. The merger between CBT Corp. of Hartford with State National Bancorp Inc. of Stamford and that between Hartford National Corp. and Connecticut National Bank helped to boost the overall gain.

Citicorp Regains Top Position

Citicorp continues to play leapfrog with BankAmerica Corp. for the position as the nation's largest bank holding company. The New York company once again is number one. Its assets at yearend totaled $129.9 billion, up 9% from the year before. BankAmerica, which ended 1981 as the nation's largest, now is in second place. Its assets totaled $122.2 billion at yearend, up 0.9%.

The third, fourth, and fifth positions remain unchanged from a year earlier. They are respectively Chase Manhattan Corp., with $80.9 billion, up 5.3%; Manufacturers Hanover Corp., $64 billion, up 8.3%; and J.P. Morgan & Co., up 9.5% to $58.6 billion.

There were two changes in the top 10, as two Illinois holding companies were surpassed. Chemical New York Corp., with $48.3 billion, moved into sixth place, ahead of Continental Illinois, at $42.9 billion. Security Pacific Corp. of Los Angeles, with $36.9 billion, took over 10th place from First Chicago, which fell to 11th place with $35.9 billion.

With $781.8 billion in total assets, New York and California bank holding companies represent 50.2% of the assets of the top 200.

Citicorp and BankAmerica alone account for 16.2%, and the top 10 control 42.7%.

As of Dec. 31, the top 200 controlled 1,845 banks. The top 100 controlled 1,169, up from last year's 1,039. The increase within the top 100 was due primarily to the entry of three companies controlling 44 banks. Also, the eight Texas holding companies in the top 100 added 59 banks.

Five BHCs Formed

This year, five new bank holding companies in the top 200 were formed: Arizona Bancwest Corp. of Phoenix; Continental Bancorp Inc. of Philadelphia; First Citizens Corp. of Raleigh, N.C.; Union National Corp., Mount Lebanon, Pa.; and Commonwealth Financial Corp. of Harrisburg, Pa.

Also, early in 1983, PNC Financial Corp. was formed through the merger of Pittsburgh National Corp. and Provident National Corp. of Philadelphia. Had this merger been effective Dec. 31, on a pro-forma basis the $11.6 billion-asset Pittsburgh holding company would have ranked 26th.

Total deposits of the top 200 holding companies were $1.093 trillion, equivalent to 58.4% of the deposits of all commercial banks.

The 1983 ranking of the top 200 includes 120 multibank holding companies — with 65 in the top 100 — and 80 one-bank holding companies.

The largest gain in rank was achieved by Third National Corp. of Nashville, Tenn. It jumped 30 places to rank 100th. Third National acquired Ancorp Bancshares and posted a 53% growth in assets last year.

The next largest gainer was Huntington Bancshares, which rose 25 places to 57th. Its assets grew 63.5%, mostly because of its acquisition of a majority share of Union Commerce Corp. of Cleveland.

Colorado National Bancshares of Denver and Hartford National Corp. had the next largest gains in rank. Each shot up 21 places, to 128th and 74th, respectively. First American Corp. of Nashville and Norstar Bancorp. of Albany, N.Y., each rose 20 places, to 117th and 85th respectively.

Fifty-six bank holding companies gained in rank.

The largest drop in rank was by Orbanco Financial Services Corp. of Portland, Ore. It dropped 34 places to 191st and posted a 7.4% decline in assets.

Other big decliners were: Schroders Inc. of New York, which fell 29 places to 141st and had a 7.6% asset decline; First Tulsa Bancorp Inc. of Oklahoma, which dropped 25 places to 193d and had a 1.9% asset decline; and Centran Corp. of Cleveland, which fell 24 places to 111th with an 8.4% asset decline.

The largest gainer in the 1982 survey, First of America Bank Corp., Kalamazoo, Mich., dropped 11 places to 82d in the latest. The largest loser in that survey was Centran Corp., which then dropped 29 spots. In the past two years, Centran has lost 53 places and dropped 22.5% in assets.

Bank holding companies with the largest percentage gains in assets from yearend 1981 to yearend 1982 are: First Railroad & Banking Co., 74.7%; Huntington Bancshares, 63.5%; Dauphin Deposit Corp. of Harrisburg, Pa., 63.2%; Third National Corp., 53%; NCNB Corp. of Charlotte, N.C., 49.7%; and BancTexas Group Inc. of Dallas, 49%. ■

To Our Readers

American Banker would appreciate your comments on the top bank holding companies tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

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Name_____ **Title**_____

Company_____ **Phone**_____

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DIDC Will Continue Announcing 30-Month Securities Yield

Washington Bureau

WASHINGTON — The Depository Institutions Deregulation Committee has stated that it will temporarily continue to announce a 2½-year yield for U.S. Treasury securities even though use of that interest rate as a Federal ceiling on bank and thrift accounts of that maturity ends today.

The DIDC said it would continue to announce a 2½-year rate for the benefit of banks and thrifts that use this an an index rate for accounts. Some institutions, for example, base their yield on 18-month individual retirement accounts according to the 2½-year Treasury rate.

The rate will be announced biweekly as long as the federal government continues to regulate deposit interest rates, the DIDC said.

Prior to Friday, new accounts with a maturity of 2½-years to less than 3½ years could pay a maximum of the 2½-year Treasury rate at thrift institutions, and one-quarter point less at commercial banks. ■

Kansas . . .

Continued from page 35

For example, he said, multibank holding companies in Kansas eventually could lead to fewer banking services for rural Kansas, particularly loans for farmers. "The whole question here is who owns the banks. I can see no advantages to the consumer in making these changes."

Rep. Harold Dyck, R-Hesston, discounted arguments that multibank holding companies would lead to fewer banking services or bring about an end to community banks.

In fact, proponents contended that Kansas needs to change its banking system to keep pace with more liberal banking structures in other states. Kansas is one of the few states that do not allow multibank holding companies.

"I see no reason to keep our head in the sand," said Rep. Ken Francisco, D-Maize. ■

First Merchants Corp. BHC

CHICAGO — The Federal Reserve Bank of Chicago has approved the application of First Merchants Corp., Muncie, Ind., to become a bank holding company by acquiring Merchants National Bank of Muncie. ■

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American Banker

The Only Daily Banking Newspaper

VOL. CXLVIII NO. 67 Wednesday, April 6, 1983 148th Year

Third-World Exposure at Second 10 Banks

(Dollar Figures in Millions)

	Mexico	Brazil	Venez.	Other[1]	Total	As % of Equity
First Chicago Corp.	865	700	—	—	1,565	105%
as % of loans	4.0%	3.2%			7.2%	
Crocker National Corp.	589	660	263	744	2,256	191%
as % of loans	3.6%	4.1%	1.6%	4.6%	14.0%	
Wells Fargo & Co.	612	489	245	—	1,345	122%
as % of loans	3.2%	2.6%	1.3%		7.1%	
InterFirst Corp.	237	—	—	—	237	21%
as % of loans	1.9%				1.9%	
Mellon National Corp.	421	361	180	—	962	99%
as % of loans	4.2%	3.6%	1.8%		9.7%	
Marine Midland Banks	304	513	314	—	1,131	128%
as % of loans	2.5%	4.2%	2.6%		9.2%	
Irving Bank Corp.	340	385	500	215	1,440	189%
as % of loans	3.4%	3.8%	5.0%	2.1%	14.3%	
Bank of Boston Corp.	225	185	—	235	645	73%
as % of loans	2.2	1.8%		2.3%	6.2%	
Texas Commerce	321	—	—	—	321	37%
as % of loans	3.3%				3.3%	
Northwest Bancorp.	171	—	—	—	171	16%
as % of loans	1.5%				1.5%	
TOTAL	4,084	3,293	1,502	1,194	10,073	98%
as % of loans	3.1%	2.5%	1.1%	0.9%	7.6%	

[1] Includes Argentina and/or Chile.

Second-Tier Latin Loans Equal Equity

By TERESA CARSON

NEW YORK — The second tier of American banking companies — those ranked 11th to 20th in asset size — have investments almost equal to their equity capital in problem-plagued Latin American countries.

But they have been much less aggressive than the top 10 bank holding companies, which have invested more than one-and-a-half times their capital outstanding in these countries.

The second 10 banking firms had $10 billion outstanding to financially strapped Latin American countries at yearend — an amount equal to 98% of their equity capital.

Within this group, however, exposure varied widely. Crocker National Corp., San Francisco, topped the list with $2.23 billion outstanding to these problem-plagued nations — an amount totaling 191% of its equity. The least exposed in the group was Northwest Bancorp., Minneapolis, which has $171 million in outstandings to Mexico, an

➳ Latin America: Page 38

Fed Threatens to Challenge Bank Owned by Fund Manager

Warns of Glass-Steagall Violation Penalties

By JAY ROSENSTEIN

WASHINGTON — The Federal Reserve has threatened to put a roadblock in front of recent decisions by the Office of the Comptroller of the Currency to grant national bank charters to institutions owned by mutual fund managers.

In a letter to a newly chartered bank owned by J.&W. Seligman & Co. Inc., one of New York's oldest investment company management firms, the Federal Reserve Bank of New York warned that while it was prepared to grant membership in the Federal Reserve System to the bank, the institution could face penalties for possible violations of the Glass-Steagall Act.

The New York Fed cited provisions of that law prohibiting affiliations between Fed member banks and investment management firms.

The notice by the Reserve Bank also is seen as having implications for the Dreyfus Corp., one of the nation's largest mutual fund groups. Dreyfus last February obtained approved from the comptroller to open a national bank. Presumably, the Federal Reserve could challenge the Dreyfus National Bank & Trust Co. when it applies for Fed membership.

Banking agency observers interviewed Tuesday said a key issue will be whether the Fed will seek to use the Seligman case to frustrate or halt nonbank firms from entering the banking business.

The matter also could end up in the courts or in Congress, which this year is expected to review statutes outlining the powers of the financial services industry.

Those concerned about limiting bank expansion worry that the Seligman case could be the catalyst for a court ruling or congressional action that could broaden bank powers.

Another question concerns the extent to which the Fed might seek to use Fed membership to defend its point of view

➳ Seligman: Page 38

Wachovia Cuts Prime to 10% From 10½%

By JOHN P. FORDE

NEW YORK — Wachovia Bank & Trust Co. NA of Winston-Salem, N.C., lowered its prime rate to 10%, effective today, from 10½%.

The bank's prime rate is now at its lowest point in over four years.

This is the first decrease in a major bank's prime lending rate since Feb. 28, when most of the nation's largest banks decreased their rates to 10½% from 11%.

Wachovia, with $4.9 billion in deposits, is the nation's 31st largest commercial bank and North Carolina's second biggest.

According to a statement by Wachovia, the decline was appropriate

➳ Prime: Page 35

INSIDE

Electronic Funds Transfer Review

Who is destined to control the nation's payment systems? Bankers? Retailers? Both? In today's feature section, Robert M. Garsson says new technology of "has the potential to stand the traditional banker-retailer relationship on its head." See page.....13

Futures Use Survey
Over 100 banks have used futures at one time or another, according to an American Banker survey: FUTURES.....3

Don't Depend on Hearsay Research
Bank officials should not make decisions based on hearsay research or on a sample of one other institution: MARKETING MANAGEMENT..4

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Seligman . . .

Continued from page 1

in its differences with the comptroller on this issue. Until now, applications for Fed membership by national banks have been treated as mere formalities before approval. And some speculate there could be more applications for state bank charters that do not carry Fed membership.

In the Seligman case, J.&W. Seligman Trust Co. NA obtained a national charter in February from the comptroller. It plans to limit its activities to the fiduciary services of a trust company.

The parent firm is investment adviser to six mutual funds that bear the Seligman name and to Tri-Continental Corp., a closed-end investment company.

Seligman was able to sidestep Fed scrutiny in obtaining its charter because the bank said it will not solicit demand deposits or make commercial loans, thus not qualifying as a commercial bank under the definition in current law.

Approved by Comptroller

In the Seligman case, Comptroller C.T. Conover approved the charter. He said the ownership arrangement would be permissible under Glass-Steagall because the bank's parent and subsidiaries are not "engaged principally" in securities activities prohibited to bank affiliates. He said gross revenues from these activities were less than 3% of the Seligman organization's consolidated revenues.

But the March 28 letter from A. Marshall Puckett, vice president of the New York Fed, said there is "substantial reason to believe" that as a Fed member, Seligman could be violating two sections of Glass-Steagall.

One is section 20, which prohibits Fed member banks from being affiliated wth a company engaged principally in the issuing or underwriting of securities.

The other is section 32, which prohibits Fed member banks from having common officers, directors, and employees with an organization primarily engaged in issuing or underwriting securities.

Mr. Puckett said in the letter to William A. Hazen, president of Seligman Trust, that the Federal Reserve Board planned to study the activities of the bank's parent company and associated companies. He warned that statutory penalties of $1,000 per day against the bank could be levied if its Fed membership were approved and if the Fed finds a violation of Glass-Steagall.

Seligman Trust, he added, could be provided with an opportunity to present useful information, perhaps at a hearing.

The New York Fed official also asked whether Seligman wanted to withdraw its application for Fed membership. If not, he said, "the Reserve Bank is prepared to issue the stock" needed for Fed membership.

A copy of Mr. Puckett's letter was released by the Fed here.

Officials from Seligman Trust Co. were unavailable for comment ■

Yancey Is President Of Columbus B&T

COLUMBUS, Ga. — James D. Yancey, executive vice president and a director of Columbus Bank & Trust Co., has been elected president. Mr. Yancey succeeds James B. Blanchard, who will continue as president of the bank's parent company, CB&T Bancshares Inc.

H. Lynn Page, executive vice president, has been elected vice chairman of bank.

William B. Turner is chairman of the bank and holding company.

Mr. Yancey's role as president of CB&T will give him chief executive responsibility for the bank. As executive vice president of the holding company, Mr. Yancey will have responsibility for all lending policies and systems.

Mr. Page will have primary responsibility for CB&T's two subsidiaries, the Georgia Co. and Total System Services Inc. In addition, his role as executive vice president of CB&T Bancshares, will include responsibility for development and implementation of holding company systems, policies and acquisition strategies.

Mr. Yancey joined CB&T in October 1959 and Mr. Page in February 1965. ■

Starr Ban Company

CHICAGO — The Federal Reserve Bank of Chicago has approved the application of Starr Ban Company, Lamoni, Iowa, to become a bank holding company by acquiring State Bank of Lamoni. ■

Ronald Rhody Named Senior VP at BofA

SAN FRANCISCO — Ronald E. Rhody, 51, has been named senior vice president and director of Bank of America NT&SA's corporate communications division.

Mr. Rhody, who formerly was a vice president at Kaiser Aluminum & Chemical Corp., fills the position left vacant by the death last fall of John Bell.

In his new position, Mr. Rhody will be responsible for news relations, editorial services, field communications, communications policy and program development, specialized services, and instructional publications.

He will serve on the bank's management advisory council and social policy committee.

A native of Kentucky, Mr. Rhody has worked as a newspaper editor, a radio news and sports director, and a television news broadcaster. ■

Mortgage Loan Rates Continue to Decline

WASHINGTON — Interest rates on conventional home mortgages continued to decline between February and March, the Federal Home Loan Bank Board said Tuesday.

This was the seventh consecutive monthly decrease, the Bank Board said in a statement. However, rates dropped less than they did in December and January.

Major lenders offered an effective commitment rate of 13.35% in early March on conventional mortgages for the purchase of newly built, single-family homes with a 75% loan-to-price ratio and a 25-year term to maturity. This was 22 basis points less than the effective commitment rate a month earlier. ■

Latin America . . .

Continued from page 1

amount equal to 16% of the company's equity capital.

Financial shocks to these countries have left them short of cash to pay the debts they owe to commercial banks and other lenders. This has forced the borrowing countries to try to renegotiate and restructure these loans.

The 10 biggest banks have loaned $43.7 billion or amounts totaling 169% of their capital. In the top 10, New York's Citicorp has the biggest exposure with $9.8 billion, or an amount equal to 203% of its equity, loaned to these Latin American countries. Citicorp has outstandings to these countries totaling almost as much as all the 11th to 20th largest banks combined.

Required to Report for the First Time

The numbers were compiled from annual reports filed with the Securities and Exchange Commission. Under these disclosures, required for the first time by the SEC, the banks must divulge only outstandings that total 1% or more of the company's total outstandings.

The disclosures also represent only dollar-denominated business. Outstandings, as defined by the SEC, include loans, leases, bank deposits, securities, bankers acceptances, federal funds, and repurchase agreements.

Therefore, a bank may have lent money in Venezuela, but it would not show in the disclosures if it is less than 1% of of the holding company's total outstandings. Similarly, if money was loaned in the local currency it would not be included in the figures.

The figures are as of yearend 1982, and are likely to differ from current exposure. Many of these countries have been rescheduling their debts and some have required additional funds from commercial banks. ■

Survey . . .

Continued from page 3

50 or 60. Previous surveys have been inconclusive.

In addition to the 102 tallied in the survey, another 21 smaller or foreign banks have previously told this newspaper how they utilize futures. This brings the known, admitted number of banks baptized by fire in the futures markets to 123. Of course not all are active at any one time; and some have found the initial experience unpleasant enough not to repeat it. But the number probably represents a realistic minimum in answer to the question: "So, how many banks use futures?"

Not surprisingly, the survey showed that the bigger banks are the most likely to have developed a futures program. Fully 92%, or 24 out of the 26 banks with deposits of over $6 billion, had entered the financial futures market. Going down the scale, proportionately fewer smaller banks had taken the plunge: out of the 34 with deposits of $3 billion to $6 billion, 18, or 53%, had participated; 13, or 41%, of the 32 with deposits of $2 billion to $3 billion had made a trade; and 31, or 33%, of the 94 banks of $1 billion to $2 billion admitted they had done it.

Bringing up the rear, only 16 out of 114 banks under $1 billion in size -- only 14% — had ever entered a futures order.

Geographically, the survey held few surprises. New York, Illinois, and California boasted the highest concentrations of users, while Alaska, Idaho, Iowa, Kansas, Louisiana, Nebraska, Nevada, New Jersey, New Mexico, Puerto Rico, South Dakota, and Utah could not claim a single player.

Last Year, Only Half as Many

John Werderits, managing director of Chicago's International Monetary Market financial futures exchange, said the survey shows futures are being used by more banks than he expected. "A year ago, there would probably have been only half as many," he added. "I did not know the numbers had grown so much."

Heavy involvement by the bigger banks came as no surprise, as these have been trading the markets the longest. Typically, the first use of futures in a bank is in the dealing room or bond trading department, and bigger banks mostly developed their futures strategies from activities in that area, he said. ■

SBA . . .

Continued from page 3

teed loans up to $500,000 or 90% of the loan.

The Preferred Lenders pilot officially started March 1, according to Mr. Snyder. As far as when additional loans will be announced, he said, "I know there are a lot more in the works."

First National State Bank has been allocated $2 million in SBA Preferred Lenders guarantees for the April-June quarter, said Mr. Berzin. The bank can also ask the SBA for further guarantees, he added.

In addition to the $700,000 loan, First National State Bank extended a $1.2 million line of credit to Selby Drugs. Mr. Berzin declined to specify the rate on the loan, although he said it is floating. The drug company was an existing bank customer, he added.

First National State Bank has been a certified SBA lender since 1980. It is one of the few banks on the East Coast with a special lending group that handles SBA loans.

As in other SBA guarantee programs, the banks in the Preferred Lenders pilot pay a 1% fee for the loan guarantees.

Mergers, Acquisitions

Continued from page 3

company owns one other bank, the $390 million-deposit Northwest Bank of Oil City.

■

The Banking Center of Stamford, Connecticut's fifth largest mutual savings bank, has completed the acquisition of **Woodbury Savings Bank.**

Woodbury, which had $103.2 million in deposits, will operate as the Woodbury Savings Division of the Banking Center. The Stamford mutual had $677.6 million in deposits at yearend.

■

The Federal Home Loan Bank Board has allowed **Commonwealth Federal Savings & Loan Association** of Norristown, Pa., to acquire **Freedom Valley Federal Savings & Loan Association** of Conshohocken, Pa.

At yearend, Commonwealth had $675.9 million in deposits and ranked as the fifth largest savings association in Pennsylvania and 30 branches. Freedom Valley, which has about $120 million in assets and four offices, will operate as a division of Commonwealth.

LeRoy Todd, former president and chief executive officer of Freedom Valley, has been named senior vice president of Commonwealth. Matthew T. Welde continues as president of the Norristown thrift.

—Bart Fraust

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American Banker

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Accord Averts Proxy Fight At Southeast

Special to the American Banker

MIAMI — Southeast Banking Corp. settled its proxy fight with a major stockholder on Friday, just two hours before the annual shareholders' meeting where the battle was to have taken place.

MHT Corp. Authorizes More Stock, Page 3

Southeast chairman and chief executive officer Charles J. Zwick told about 400 shareholders at the meeting that the bank holding company was paring down its proposals to double the number of authorized common shares to 50 million and more than triple the authorized preferred shares to 10 million.

Revised charter amendments, calling for fewer new shares, will be submitted to stockholders later.

Mr. Zwick said the company has also agreed to add a representative of the

➤➤ Southeast: Page 15

Nonperforming Loans

In Millions of Dollars and as a Percentage of Net Loans and Lease Financings

	3-31-83	12-31-82	3-31-82
Citicorp	1,900	1,662	1,038
	2.18%	1.90%	1.33%
BankAmerica Corp.	2,978	2,404	1,237
	3.98%	3.19%	1.70%
Chase Manhattan Corp.	1,900	1,400	883
	3.55%	2.56%	1.75%
Manufacturers Hanover Corp.	875	829	726
	1.93%	1.83%	1.78%
J.P. Morgan & Co. Inc.	700	518	386
	2.17%	1.65%	1.30%
Chemical New York Corp.	796	737	591
	2.64%	2.41%	2.02%
Continental Illinois Corp.	2,000	1,900	844
	8.15%	5.70%	2.49%
First Interstate Bancorp.	1,148	1,050	560
	4.94%	4.49%	2.51%
Bankers Trust New York Corp.	476	444	423
	2.37%	2.06%	2.20%
Security Pacific Corp.	855	676	351
	3.27%	2.59%	1.53%
Total	13,628	11,820	7,039
Average	3.32%	2.84%	1.86%

Problem Loans Increase 17.3% At Big Banks

But Analysts See Peak For Economic Cycle

By KAREN SLATER

NEW YORK — The nation's 10 largest banking companies reported an average 17.3% increase in problem loans from yearend 1982 to the end of the first quarter.

The Top 15 Bank Earners, Page 3

These nonperforming loans — and actual writeoffs of bad loans — have been climbing for more than a year. But bankers and analysts now believe the loan-quality problems are approaching their peak for the current economic cycle.

Nevertheless, the optimism remains tempered with caution. Bankers and analysts express continuing uncertainty about a few large categories of loans, particularly those to the energy industry and to developing nations. And they note that both nonperforming loans and chargeoffs are likely to remain high for most of this year, despite a peak within the next few quarters.

"It would be unrealistic to expect losses for 1983 to be significantly less than for 1982," remarks Lloyd Sugaski, BankAmerica Corp.'s executive vice president for lending.

Nonperforming loans at the top 10 bank holding companies averaged 3.32% of net loans and lease financings on March 31.

That was up from 2.84% at yearend

➤➤ Loan Quality: Page 16

First Chicago's Falling Farm Lending

Bank's Officers Seldom Seen Out Among the Silos, Say Rivals

By RICHARD RINGER

CHICAGO — Banks' agricultural lending officers are trudging through soggy farmlands and crisscrossing rural hamlets this spring hustling for more quality agricultural credits, but officers from First National Bank of Chicago haven't been seen much at all.

A few rival bankers here and others familiar with First Chicago's agricultural division say First Chicago's near-absence this spring appears to be part of a deliberate effort to lessen the bank's involvement in agricultural production lending.

First Chicago, which for years has had a relatively strong level of involvement in agricultural production lending, today is "less than aggressive in the marketplace," said one source.

First Chicago says it is not turning away from agricultural lending. Rather, the bank is simply being prudent and "looking at the industry with a degree

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A bill raising Florida's rate ceiling on consumer loans up to 45% goes before a House committee Tuesday: STATE LEGISLATION.....2

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A appeals court ruled Friday that First National Bank of Atlanta's use of the term "prime rate," if proved fraudulent, could subject the bank to lawsuits under a federal antiracketeering law.....3

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At its annual meeting, City Federal Savings & Loan, Elizabeth, N.J., announced it has bid on the troubled Suburan Federal Savings & Loan of Wayne, N.J.....3

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Banks can turn small accounts into profitable services when customers feel they are special and can get the service they need and want without a hassle: BANKING TRENDS.....4

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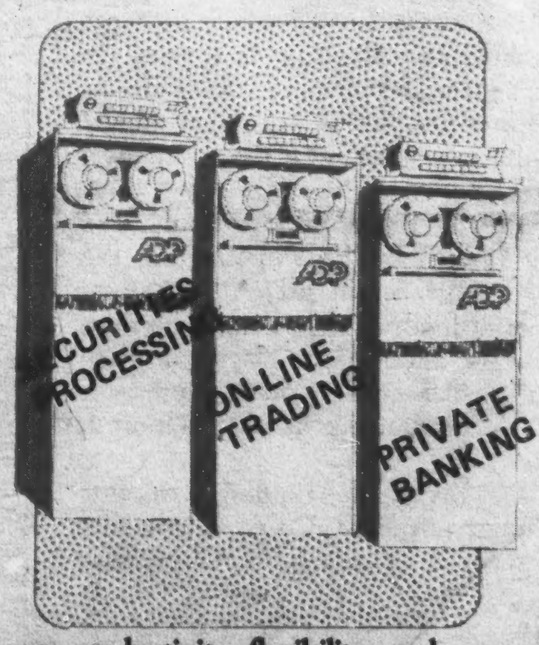

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First Chicago . . .

Continued from page 1

of caution and restraint," said David McNulty, vice president of the bank's agricultural processing and merchandising division.

Still, several officers have chosen to leave First Chicago's agricultural lending division this year alone, following the departure of at least one other officer last year, a source said.

The bank won't say how many agricultural lending officers remain on staff. And Mr. McNulty said other departments also trimmed their staffs.

The turnover, according to the source, reflects in part the philosophy of the bank's upper management, which itself has been reorganized in the last several years. The bank's top officers are not that knowledgeable about the farm industry, and it is difficult to make a commitment to an industry if management is not very familiar with it, the source said.

A source added that some managers of First Chicago's agricultural division have little expertise in agriculture, which might also call into question the bank's commitment to the industry.

In this year's annual report, First Chicago states that the bank's "highest priority" is corporate customers. The bank is believed to aspire to become a premier bank for medium-sized corporations.

First Chicago is also devoting more attention to consumer banking and offering a host of financial services.

Making a commitment to agricultural lending is even more difficult these days since the industry, and farmers in particular, are mired in some of their toughest economic times in decades. One Midwestern agricultural banker compared farming to a listing ship — "and no one wants to jump on one even if there is a chance that everything won't go under," he said.

A cross-town banking rival here said First Chicago's agricultural officers, unlike those for many other banks, aren't looking to boost their farm lending by seeking qualified farm borrowers. No bank wants the risky, highly leveraged borrower, he said, but there are still farmers who are in good financial shape and whom many bankers would like to have as customers.

The agricultural economy and farm income levels began to plunge in 1980. In that year, according to a listing of the top 100 agricultural banks based on total agricultural loans and compiled by the American Bankers Association, First Chicago ranked 63rd. By the end of 1981, when even more serious problems in the industry were evident, First Chicago's rank dropped 22 spots, to 85th place.

By comparison, Continental Illinois National Bank and Trust Company of Chicago jumped to 11th place in 1981 from 19th a year earlier.

First Chicago's total farm loans at the end of 1981 totaled $24.7 million, according to the ABA's ranking. Of that amount, $1.8 million was secured by farmland and the remainder was categorized by the ABA as "other loans to farmers."

The ABA won't issue the ranking for last year until July.

First Chicago's Mr. McNulty said there is "no design" underlying the bank's decline on the ABA agricultural loan index. He said the agricultural division has a "free hand to attract" new credits, but the sluggish agricultural economy dictates prudence.

Today, First Chicago's agricultural business division has assets of about $600 million, he said. But the division lumps together all lending dealing with production, food processing, and merchandising, as well as loans to the fast-food industry.

A breakdown of loans in each of those subdivisions was not immediately available, said Mr. McNulty. ■

Florida . . .

Continued from page 2

ding is that any artificial cap does not effectively depress interest rates because money flows to the areas of highest return."

The only effect of an artificial rate below the market rate is that it drives up the cost of loans restricted to the lower rate and reduces the amount of money available for consumer loans, Mr. Culpepper said.

A Likey Result

Although bankers hope interest rate ceilings are abolished, many legislators, including House Speaker Lee Moffitt, D-Tampa, say that what is most likely to happen is that the cap will be increased, probably to 25%.

Whatever happens is going to have to pass the House before the Senate will act, because the Senate passed the interest rate deregulation bill last year and it died in the House commerce committee.

"Our emphasis and our initial attention is in the House," Mr. Culpepper said. "But we are moving ahead in the Senate. There are 10 good sponsors and the bill will continue to move."

Another subject of great interest to Florida bankers is the issue of interstate banking, which has made no headway so far because of conflict among the state's banks. Most of them oppose any form of interstate banking, while a few support a regional-reciprocal approach.

The Florida Bankers Association succeeded in getting the banking and commerce subcommittee to postpone action on two interstate banking bills on April 12. One would allow interstate banking on a reciprocal basis with nine southeastern states; the other would permit reciprocal interstate banking nationwide.

A bill in the Senate commerce committee would allow any bank in the nation to enter Florida on a reciprocal basis, but no hearing has been scheduled and is not likely to be addressed unless the House moves first.

Mr. Carr said that some large out-of-state banks want to break into Florida to take advantage of the state's ties to Latin America. They would be more interested in serving their customers abroad than they would be in serving Florida citizens, he said.

"There is a prohibition against interstate banking in federal law," Mr. Carr said. "Any change should emanate from the Congress on a comprehensive nationwide basis, not a piecemeal approach."

Under the federal law banks are prohibited from moving into other states unless invited in by those states' legislative bodies, Mr. Carr said.

Florida allows banks from other states to establish various types of business activities, such as loan production offices, finance companies, leasing operations and trust companies, but does not allow them to collect deposits. ■

REAL ESTATE
New special
advertising feature
in American Banker

Chargeoffs and Loan Loss Reserves

In Millions of Dollars and as a Percentage of Net Loans and Lease Financings

	Net Chargeoffs			Loan loss Reserve
	1st Qtr 1983	4th Qtr 1982	1st Qtr 1982	3-31-83
Citicorp	106.0	133.0	63.0	713.0
	0.12%	0.15%	0.08%	0.82%
BankAmerica Corp.	71.0	173.1	62.1	693.3
	0.09%	0.23%	0.09%	0.93%
Chase Manhattan Corp.	64.0	53.0	44.0	555.0
	0.12%	0.10%	0.09%	1.04%
Manufacturers Hanover Corp.	50.4	44.9	21.0	372.2
	0.11%	0.10%	0.05%	0.82%
J.P. Morgan & Co. Inc.	38.9	18.5	11.3	377.0
	0.12%	0.06%	0.04%	1.17%
Chemical New York Corp.	28.5	22.4	11.4	318.3
	0.09%	0.07%	0.04%	1.06%
Continental Illinois Corp.	99.3	106.9	22.2	378.8
	0.31%	0.32%	0.07%	1.17%
First Interstate Bancorp.	35.1	82.2	24.2	292.3
	0.15%	0.35%	0.11%	1.26%
Bankers Trust New York Corp.	9.1	32.8	8.8	237.7
	0.05%	0.15%	0.05%	1.18%
Security Pacific Corp.	28.6	42.4	15.0	306.9
	0.11%	0.16%	0.07%	1.18%
Total	**530.9**	**709.2**	**283.0**	**4,244.5**
Average	**0.13%**	**0.17%**	**0.07%**	**1.06%**

Loan Quality . . .

Continued from page 1

and up sharply from the ratio of 1.86% a year ago.

At the same time, the bank holding companies reported an average 25.1% decline in actual writeoffs of bad loans from the fourth quarter of 1982 to the first quarter of this year. That is not unusual, since yearend housecleaning typically inflates fourth-quarter loan-loss figures and reduces writeoffs in the following period.

Net chargeoffs at the 10 biggest banking firms averaged 0.13% of net loans and leases in the first quarter. That was up sharply from 0.07% of loans and leases in the first quarter of 1982 but down from 0.17% in the fourth quarter.

The levels of both problem loans and chargeoffs continue to be well below the highs of the mid-1970s. And except in a few cases, the loan-quality problems did not keep the bank from reporting strong first-quarter earnings.

Nonperforming loans include those on which the terms have been renegotiated and those that have been put on a nonaccrual basis because payments of interest or principal are past due.

Analysts say banks enjoy considerable discretion in classifying a particular loan as nonperforming. For example, they say some banks have put much of their Latin American exposure into the nonperforming category, while others have not done so. Thus, it is difficult to compare the level of nonperforming loans reported by different banks.

Nevertheless, a couple of banking firms — Continental Illinois Corp. of Chicago and First Interstate Bancorp of Los Angeles — stand out among the top 10 for the size of their nonperforming portfolios.

Continental Illinois Woes Continue

Continental Illinois continues to experience problems with its energy loans, particularly the $1 billion in loan participations its Continental Illinois National Bank & Trust Co. purchased from Penn Square Bank NA before that Oklahoma institution failed on July 5. At 6.15% of net loans and leases, Contintental's nonperforming ratio is the highest in the top 10.

Penn Square participations accounted for $605 million of the $2 billion in loans deemed nonperforming as of March 31, the Chicago corporation said. Net chargeoffs of $99.3 million included $45.7 million related to Penn Square loans.

Continental executives established a target earlier this year of reducing nonperforming loans by $500 million in 1983. But in response to a question about that, the bank said in a statement, "The deterioration in energy prices and slowness in the economic recovery probably mean that our nonperforming loans will not decline by as much as we anticipated earlier.

"Nevertheless, we believe that our nonperforming loans will decline by a significant amount by yearend."

First Interstate has been fighting a different demon. Like other large West Coast banking firms, it made a lot of construction loans to home builders who found themselves unable to sell their new stock.

Construction loan quality is "most definitely" starting to recover, says Robert Greene, executive vice president at the holding company's lead bank, First Interstate Bank of California. In fact, he says, nonperforming construction loans showed no net increase in the first quarter of this year.

Analysts say the banks' credit problems are more diverse now than in the mid-1970s, when the big problem was the real estate investment trusts. Indeed, there are at least three separate types of loan problems, according to George Salem, an analyst at Prudential-Bache Securities Inc.

Businesses such as real estate development are closely tied to the U.S. economic cycle. Energy is on its own cycle, largely reflecting oil prices set in the Middle East. And then there is the developing countries, a problem affected by a whole different set of factors.

"What I see ahead," says Mr. Salem, "is the cycle-sensitive loans improving, the energy side staying weak and possibly deteriorating further, and the developing-country loans having an increasingly adverse effect on earnings because of new regulatory attitudes."

Congress and the federal regulators have been weighing proposals to require banks to establish reserves against particular overseas credits.

Mr. Salem predicts that net chargeoffs in 1983 will be moderately higher than those in 1982. Nonperforming loans, he says, could be a full percentage point higher by yearend.

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American Banker

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VOL. CXLVIII NO. 84 | Friday, April 29, 1983 | 148th Year

Believe It or Not!

Astounding Facts from the American Banker 5000

The American Banker today publishes its annual directory of the top 5,000 commercial banks in the United States based on their deposit size at yearend 1982. Some of the important and interesting facts culled from the mounds of survey data follow.

Compiled by L. Michael Cacace

ALMOST 90%!

The 5,000 largest banks — approximately one-third of the total number of commercial banks in the nation — held 89.8% of all commercial bank deposits on Dec. 31, 1982. This ratio is up from 89.3% on Dec. 31, 1981. Total deposits of the 5,000 largest came to $1,537 billion at yearend — 7.3% higher than the $1,433 billion a year earlier. Total deposits of all 14,787 commercial banks in the U. S. were $1,711 billion at yearend, a 6.5% rise from $1,605 billion in 1981.

MORE THAN HALF!

The banks with headquarters in New York, California, Texas, and Illinois had combined total deposits of $805.4 billion, or 52.4% of the deposits of the top 5,000 banks in the nation and 47.1% of the deposits of all banks in the United States.

TOP DEPOSIT-TAKING STATE

Among the top 5,000 banks, 129 have headquarters in New York State, and their deposits totaled $367.8 billion on Dec. 31, 1982. This was 23.9% of the total deposits of the top 5,000 banks, making New York the top deposit-taking state in the nation. Next came the 155 banks of California with $215.1 billion in deposits, or 14% of the total deposits of the top 5,000 banks. The 623 banks of Texas with $112.7 billion in deposits, or 7.3% of the total, were third. And the 431 banks of Illinois with $109.8 billion, or 7.1% of the total, came in fourth.

OLD PATTERN RESTORED

Through the early 1970s, deposit growth had been stronger at the smaller banks than at the larger banks. However, from 1978 to 1980, growth at the larger banks was stronger than at the smaller banks — 6.7% per year for the large banks compared with 6% per year for the smaller banks. Apparently, the growth in mutual funds redirected the flow of deposits from the smaller institutions to the larger ones, as mutual funds invested their money in the certificates of deposit of the larger institutions. But last year, as interest rates began to drop significantly, the growth in money market mutual fund assets began to slow. Then, in December, banks began offering the new money market deposit accounts, and funds

➤➤ Believe It: Page 62

Committee Votes to Raise IMF Quota, Oversee Foreign Loans

By ANDREW ALBERT

WASHINGTON — The Senate Committee on Banking, Housing, and Urban Affairs Thursday adopted legislation to increase the government's supervisory role in foreign lending, while boosting the U.S. contribution to the International Monetary Fund.

Eventual passage of the measure is generally expected in the full Senate, despite critics who claim the increased IMF funding is no more than a "bailout" for large banks with outstanding loans to cash-strapped countries.

Sponsors of the measure attempted to appease those critics yesterday, insisting that their legislation would instill new discipline on U.S. lenders.

"We have done our best to ensure that the [recent] overenthusiastic expansion of credit, without careful monitoring, does not take place again," Sen. John Heinz, R-Pa., told banking committee members before they drafted the bill.

Mr. Heinz and Sen. William Proxmire, the panel's ranking Democrat, designed the supervisory provisions of the measure with help from top banking regulators.

Bankers have voiced the most concern about a provision of the bill that would require banks to set up special reserve accounts designed to insure

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Comptroller Expresses Dismay Over Penney End-Run Around Moratorium

By LAURA GROSS

NEW YORK — Despite a moratorium on the purchase of national banks by nonbanking firms, the Comptroller of the Currency is powerless to block J.C. Penney Co. from acquiring the First National Bank of Harrington, Del.

The agency's inability to stop this acquisition results from the fact that Penney — seeking to acquire an existing institution — needed only to file a notice with the Comptroller under the Change in Bank Control Act, title six of the Financial Institutions Regulatory Act of 1978.

And the agency's lawyers say that filings under this act cannot be held up by the moratorium, which only affects de novo charter applications by nonbanking companies.

Penney, the nation's third largest retailer, announced its plan to acquire the $28 million-asset bank late Wednesday. No price was given.

Conover Attacked for Seafirst Deal, page 3

A spokesman for the Comptroller said Thursday that, "at the time we imposed the moratorium there was some question as to whether it would cover changes in bank control but we imposed it anyway because we thought it

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ATM is judged a winner at Iowa State Fair!

Always on the look-out for new ways to introduce people to the conveniences of ATMs, American Federal, Iowa's largest savings and loan association, installed an Express Banking terminal at last summer's Iowa State Fair. Located in the Varied Industries Building, the Docutel Series 2300 ATM was open for business every day of the Fair, and allowed Fairgoers to make deposits and receive cash with bank cards from an participating Iowa financial institution. Over 3,000 transactions were recorded on the "live" ATM during the Fair, with many people taking advantage of the temporary ATM to get a few extra dollars for the rides, shows and cotton candy!

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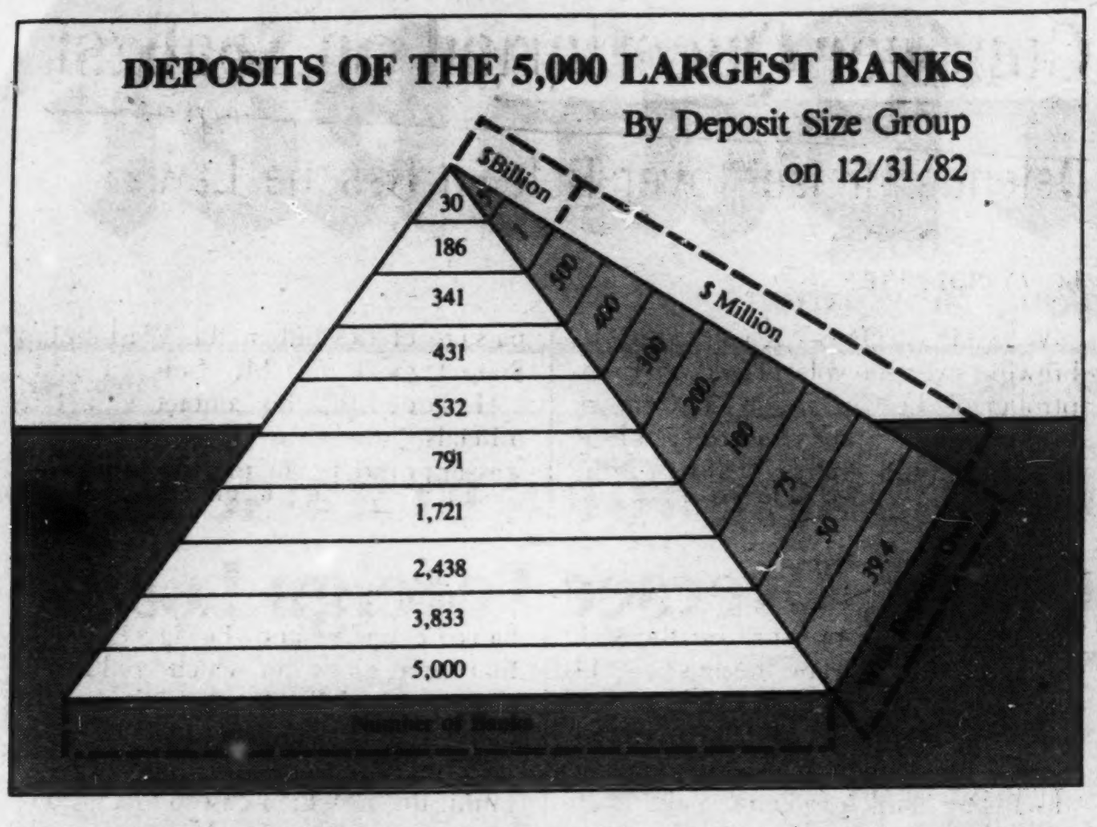

What It's Like Being Number 5,000

By JOHN MORRIS

CHICAGO — "What an odd name" is the first thing anyone says about the Bank of San Felipe Green, which has leapt 1,523 places in just a year to rank as the 5,000th largest bank in the United States.

But to those in Houston, there is nothing strange about the name at all. What else would you call a bank located in the San Felipe Green office park on San Felipe Road?

Identification with its community is important for this fledgling bank, which was set up as a de novo operation in February 1981 with the specific aim of joining the $7.1 billion-asset Southwest Bancshares Inc., the country's 37th largest bank holding company.

Since opening, the Bank of San Felipe Green's deposits have jumped to over $39 million — a rise of $12 million in just a year. "This ranks it 120th out of Houston's 203 banks," said Herbert Hochman, vice president of research at the brokerage firm of Herman Hochman & Co.

A Miracle Square Mile

All of Houston, though, is not the bank's marketplace. Rather, it focuses on the one square mile around its office. But what a square mile! Comprising part of Houston's second largest downtown area, it employs 60,000 workers, has retail sales of $3.5 billion annually, boasts 5,000 hotel rooms, and a grand total of 21.1 million square feet of office space as well as another eight million under contruction.

The area adjoins one of Houston's more affluent neighborhoods, where average income is well in excess of $40,000 and homes cannot be bought for under $250,000. And right down the road are 800 high-rise luxury condominiums.

"Southwest Bancshares did not have a presence in this market," said Robert C. Baldwin, president of Bank of San Felipe Green. "Every other major bank holding company was already there."

Now that one square mile is the battleground for 16 banks, with two more due to enter the fray this summer. The prize: A share of the $1.5 billion of deposits estimated to be on that patch of turf.

"We think this is a good area for a bank," said Mr. Baldwin.

He is out to capture the accounts of the affluent who live and work nearby while at the same time making loans to the Fortune 500 and other service companies in the area. "We're aiming to serve the corporations and their executives," he said.

Direct Deposit of Payrolls

A major marketing thrust is the provision of group banking packages to corporations for their employees, including direct payroll deposit. Now 21 Fortune 500 companies have direct deposit payroll with Bank of San Felipe Green, and 70% of its retail customers have their pay put directly into their accounts at the bank.

Some companies are constantly moving their officers in and out of Houston,, and for these movers, the bank offers bridging loans on real estate, "often into six figures." The Bank of San Felipe Green tries to provide full banking services and has not used "gimmicks" to attract new business, Mr. Baldwin said.

While retail customers are crucial for deposits, the bank's lending portfolio is more commercially oriented. Of its $19.6 million in loans outstanding at the end of 1982, some $12.3 million were commercial, $4.2 million were in real estate, and $3 million were to consumers.

Problem loans are well below the average for banks in the city, said Mr. Baldwin. One reason is the active board made up of local company executives who review every loan over $50,000. Another is the high-caliber lending staff (who all have experience in making loans in $2 billion-plus commercial banks).

However, return on average assets fell to 0.53% in the first quarter of 1983 from 0.91% at the end of 1982 as deregulation boosted the cost of funds and loan demand fell flat. Lending, however, has picked up dramatically in the last three or four weeks, "and the rest of the year should be fairly normal," Mr. Baldwin said.

He is aiming for a return on assets of 1% by the end of the year.

The parent holding company gives its 37 banks a great deal of autonomy, and Bank of San Felipe Green is no exception. Thus "we've put together a bank that reflects our area," said Mr. Baldwin. Belonging to the holding company has not raised the bank's $300,000 individual lending limit, but it does offer other benefits, such as participations, "so we're not limited to smaller credits," he explained.

Over the next five years Mr. Baldwin anticipates continued rapid growth. How much? "At least $100 million; maybe closer to $200 million in deposits," he said. "After all, we are in a growing market." ■

Deposits of Top 5,000 Banks by State

State	Number of Banks	Deposits ($Bil.)	As % of Nation
Alabama	79	12.30	0.80
Alaska	12	2.28	0.15
Arizona	11	13.23	0.86
Arkansas	86	8.04	0.52
California	155	215.07	13.99
Colorado	88	12.17	0.79
Connecticut	31	12.87	0.84
Delaware	13	5.14	0.33
District of Columbia	12	8.44	0.55
Florida	244	45.14	2.94
Georgia	98	17.46	1.14
Guam	1	0.10	0.01
Hawaii	8	6.02	0.39
Idaho	13	4.59	0.30
Illinois	431	109.83	7.15
Indiana	186	25.39	1.65
Iowa	147	12.64	0.82
Kansas	105	8.84	0.58
Kentucky	123	14.58	0.95
Louisiana	152	23.09	1.50
Maine	17	2.80	0.18
Maryland	51	14.90	0.97
Massachusetts	83	31.86	2.07
Michigan	190	44.14	2.87
Minnesota	139	20.20	1.31
Mississippi	70	9.56	0.62
Missouri	198	22.80	1.48
Montana	37	3.01	0.20
Nebraska	55	5.82	0.38
Nevada	6	3.84	0.25
New Hampshire	26	2.46	0.16
New Jersey	119	34.36	2.24
New Mexico	46	5.52	0.36
New York	129	367.79	23.93
North Carolina	36	23.88	1.55
North Dakota	33	3.09	0.20
Ohio	170	44.85	2.92
Oklahoma	151	19.01	1.24
Oregon	21	10.67	0.69
Pennsylvania	211	77.52	5.04
Puerto Rico	9	6.03	0.39
Rhode Island	7	6.38	0.42
South Carolina	21	7.27	0.47
South Dakota	25	4.78	0.31
Tennessee	128	18.54	1.21
Texas	623	112.66	7.33
Utah	15	6.07	0.39
Vermont	14	2.14	0.14
Virginia	80	22.28	1.45
Washington	31	20.56	1.34
West Virginia	82	6.79	0.44
Wisconsin	151	15.73	1.02
Wyoming	31	2.42	0.16
Totals	5,000	1,537	100.00

Money Funds Fight Back With Ad

By ALICE ARVAN

NEW YORK — The money market mutual funds, knocked for a loop by the bank money market deposit accounts, is starting to fight back.

This week the Investment Company Institute, the national mutual fund association, kicked off an issue-oriented campaign in newspapers across the country, with a three-quarter-page advertisement carrying the banner: "A lot of banks have been dangling the high interest carrot. Did you bite?"

The ad assaults banks head-on and sings the praises of the funds. It urges customers to "come back" to the funds where "most investors would find they're better off now."

Plans call for the ad to get play in selected magazines and on television as well.

Money market funds have suffered a dramatic loss in assets since December, when banks and thrifts introduced federally insured money market deposit accounts. From a high of $232.6 billion on Dec. 1, 1982, the funds have fallen, in 19 consecutive weeks of decline, to $175.2 billion as of April 15.

The ICI presents the case for the funds by setting them off from the "bank version," making the point that the banking industry's instrument is a derivative product.

The most salient points in the ICI argument are:

•Banks and savings and loans hooked customers with "come-ons" in the form of high promotional rates, which have since slid down to rates comparable to or less than the average rates being paid by the funds.

•Investing in a money fund gives the participant shareholder status, which means that fund customers "receive all of the income earned by the Fund, less

➤ Money Funds: Page 34

NOTE

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Cover 1, p.2, 35-59, 62.

American Banker ranks the TOP 5,000 BANKS IN THE USA

AT A GLANCE: Who's tops?

Position Dec. 31 1982		Deposits Dec. 31, 1982 $
	ALABAMA	
4866	Albertville National Bank, Albertville	40,566,472
2673	First National Bank, Alexander City	68,898,078
2954	Commercial Bank, Andalusia	62,896,039
4426	Citibanc of Alabama/Andalusia, Andalusia	44,250,080
1276	SouthTrust Bk of Calhoun Cty. NA, Anniston	129,065,000
2290	First Alabama Bank of Anniston NA, Anniston	79,122,770
2648	Commercial National Bank, Anniston	69,339,703
4031	First Alabama Bank of Athens NA, Athens	
3002	United Bank, Atmore	
3504	First National	

FIRST 5,000 BANKS
American Banker yearend rankings of the 5,000 largest U.S. Commercial Banks

The December 31, 1982 rankings by deposits arranged alphabetically by cities within states.

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Compiled in cooperation with Polk's Bank Directory, using
DECEMBER 31, 1982 and DECEMBER 31, 1981 DEPOSITS

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
	ALABAMA				
4866	Albertville National Bank, Albertville	40,566,472	35,797,745	5056	+190
2673	First National Bank, Alexander City	68,896,078	66,564,868	2525	
2964	Commercial Bank, Andalusia	62,896,039	61,645,870	2741	
4426	Citibanc of Alabama/Andalusia, Andalusia	44,250,080	34,463,000	5243	+817
1276	SouthTrust Bk of Calhoun Cty. NA, Anniston	129,065,000	116,116,804	1298	+22
2290	First Alabama Bank of Anniston NA, Anniston	79,122,770	81,582,426	1990	
2648	Commercial National Bank, Anniston	69,339,703	63,934,613	2656	+8
4031	First Alabama Bank of Athens NA, Athens	47,971,000	42,388,000	4230	+199
3002	United Bank, Atmore	61,909,087	55,996,892	3036	+34
3504	First National Bank, Atmore	54,228,000	49,476,000	3507	+3
4238	Auburn National Bank, Auburn	46,046,540	42,188,794	4247	+9
3870	SouthTrust Bank of Baldwin Cty., Bay Minette	49,506,941	53,250,113	3211	
	BIRMINGHAM				
94	Central Bank of the South, Birmingham	1,979,285,076	1,745,849,705	95	+1
124	First National Bank, Birmingham	1,497,697,000	1,405,589,000	120	
184	SouthTrust Bank of Alabama NA, Birmingham	1,024,794,386	949,539,384	175	
377	First Alabama Bank, Birmingham	455,204,000	412,498,000	381	+4
892	Colonial Bank of Alabama NA, Birmingham	176,556,814	138,789,211	1051	+159
2561	National Bank of Commerce, Birmingham	71,666,860	58,175,042	2919	+358
2699	MetroBank, Birmingham	64,148,000	64,049,000	2652	
4755	SouthTrust Bank of Sand Mountain, Boaz	41,444,720	37,969,000	4755	
3351	First National Bank, Brewton	56,467,461	53,615,364	3185	
4739	Cherokee County Bank, Centre	41,617,907	40,066,864	4492	
4472	First National Bank, Columbiana	43,889,365	38,643,832	4574	+202
3043	Leeth National Bank, Cullman	61,154,452	51,570,637	3333	+290
4868	AmSouth-Parker Bank & Trust Co., Cullman	39,543,000	31,503,000	5712	+724
1768	First National Bank, Decatur	98,177,000	93,492,302	1695	
2969	First State Bank, Decatur	62,603,099	57,797,273	2946	
4584	Robertson Banking Co., Demopolis	43,063,356	38,498,060	4684	+100
937	SouthTrust First National Bank, Dothan	167,643,074	160,130,147	903	
1562	First Alabama Bank, Dothan	109,417,000	95,204,000	1660	+98
1832	Enterprise Banking Co., Enterprise	95,478,003	85,998,019	1874	+42
723	First National Bank, Florence	219,648,820	206,028,695	704	
3209	Farmers & Merchants Bank, Foley	58,480,000	45,223,701	3903	+694
4598	First Alabama Bk of South Baldwin, Foley	42,962,769	35,333,306	5114	+516
2295	American National Bank, Gadsden	78,940,047	78,727,045	2082	
2639	SouthTrust Bank of Etowah Cty. NA, Gadsden	69,551,005	20,989,000	7994	+5355
3796	Alabama City Bank, Gadsden	50,413,000	53,330,000	3204	
2771	First National Bank, Greenville	66,856,973	62,658,247	2705	
3819	Greenville Bank, Greenville	50,211,000	44,725,000	3950	+131
2339	Traders & Farmers Bank, Haleyville	77,809,000	69,756,000	2403	+64
4029	SouthTrust Bank of Marion Cty., Hamilton	47,989,000	45,371,000	3887	
4036	Bank of Heflin, Heflin	47,930,000	44,531,000	3965	
	HUNTSVILLE				
699	First Alabama Bank of Huntsville NA, Huntsville	225,494,545	221,010,154	652	
1236	First Nat'l Bank of Alabama-Huntsville, Huntsville	132,264,549	78,478,179	2090	+854
2421	SouthTrust Bank of Huntsville NA, Huntsville	75,483,374	67,907,652	2477	+56
2630	American National Bank, Huntsville	69,675,000	57,170,000	2969	+339
2951	Bank of Huntsville, Huntsville	62,923,000	58,263,345	2908	
1052	First National Bank, Jasper	150,902,150	137,432,137	1064	+12
4466	Bank of Lexington, Lexington	43,937,546	38,718,880	4664	+198
331	First National Bank, Mobile	520,261,817	529,272,821	297	
343	Merchants National Bank, Mobile	496,929,066	485,001,025	328	
665	American Nat'l B & T Co., Mobile	230,168,302	216,841,546	668	
1474	SouthTrust Bank, Mobile	114,498,307	96,635,062	1619	+145
387	First Alabama Bank of Montgomery NA, Montgomery	443,409,000	466,787,177	338	
565	Union Bank & Trust Co., Montgomery	278,458,369	244,565,141	591	+26
894	Alabama National Bank, Montgomery	176,394,083	155,474,000	922	+28
4187	Bank of East Ala., Opelika	46,494,000	45,880,000	3824	
4366	Farmers National Bank, Opelika	44,736,570	39,029,526	4618	+252
2237	First National Bank of the South, Opp	81,040,881	67,111,062	2504	+267
3691	Central Bank of Oxford NA, Oxford	51,599,258	32,826,698	5496	+1805
3587	Bank of Ozark, Ozark	52,944,900	51,629,000	3330	
3229	Bank of Prattville, Prattville	58,166,484	49,725,202	3485	+256
2150	First National Bank, Russellville	84,186,000	73,930,000	2232	+82
4773	Citizens Bank & Savings Co., Russellville	41,277,626	38,901,999	4633	
2632	First National Bank, Scottsboro	65,411,528	58,083,124	2926	+94
4310	Jacobs Bank, Scottsboro	45,311,545	41,001,080	4378	+68
1784	Peoples Bank & Trust Co., Selma	97,223,000	91,504,000	1749	
3473	City National Bank, Selma	54,593,444	50,468,000	3430	
3632	First Alabama Bank of Selma NA, Selma	52,383,710	48,492,600	3583	
2498	Bank Independent, Sheffield	73,522,000	48,864,000	3555	+1057
4011	First National Bank, Talladega	48,238,000	46,998,000	3723	
4643	Bank of Tallassee, Tallassee	42,542,788	27,545,216	5469	+1826
3561	Bank of Thomasville, Thomasville	53,012,105	48,730,017	3561	
3911	Troy Bank & Trust Co., Troy	48,984,000	44,047,894	4012	+101
4296	First Alabama Bank of Troy NA, Troy	45,485,000	46,650,042	3752	
722	First National Bank, Tuscaloosa	219,817,917	199,422,890	735	+13
1013	First Alabama Bank of Tuscaloosa NA, Tuscaloosa	155,999,000	138,024,660	1057	+44
2991	First National Bank, Tuscumbia	62,167,000	52,835,000	3339	+248
3338	First National Bank, Wetumpka	58,631,018	51,520,000	3339	+1

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
	ALASKA				
	ANCHORAGE				
265	National Bank of Alaska, Anchorage	694,515,000	607,456,000	261	
376	First National Bank, Anchorage	455,236,000	396,144,000	400	+24
935	Alaska Bank of Commerce, Anchorage	168,145,202	171,831,802	836	
971	United Bank Alaska, Anchorage	163,434,375	116,127,213	1297	+326
1197	Alaska Pacific Bank, Anchorage	135,098,000	112,435,000	1349	+152
1406	Alaska Statebank, Anchorage	118,795,000	90,822,000	1768	+362
4107	Peoples Bank & Trust Co., Anchorage	47,280,000	42,193,000	4246	+139
3334	Exchange Bank & Trust Co., El Dorado	56,702,462	50,187,120	3454	+120
736	Alaska National Bank of the North, Fairbanks	215,769,000	187,445,000	768	+32
2122	First National Bank, Fairbanks	84,984,000	67,013,000	2508	+386
3240	B. M. Behrends Bank, Juneau	58,013,000	47,936,000	3638	+398
2169	First Bank, Ketchikan	83,442,477	77,775,834	2106	
	ARIZONA				
4149	State Bank, Lake Havasu City	46,838,000	44,362,000	3984	
	PHOENIX				
28	Valley National Bank, Phoenix	5,530,945,000	5,027,360,000	28	
45	First Interstate Bank of Arizona NA, Phoenix	3,622,580,000	3,325,466,000	46	+1
96	Arizona Bank, Phoenix	1,970,553,118	1,775,828,261	91	
201	United Bank of Arizona, Phoenix	929,262,000	703,555,000	236	+35
373	Great Western Bank & Trust Co., Phoenix	456,938,874	449,100,013	351	
580	Continental Bank, Phoenix	271,188,952	262,752,463	556	
1113	Century Bank, Phoenix	142,759,023	142,359,150	1021	
1259	Thunderbird Bank, Phoenix	130,214,269	115,108,193	1316	+57
4682	Bank of Scottsdale, Scottsdale	42,267,000	38,759,000	4660	
2045	Union Bank, Tucson	87,125,000	84,191,000	1915	
	ARKANSAS				
4666	First NB of Sharp Cty., Ash Flat	42,413,736	37,477,531	4816	+150
1934	First National Bank, Batesville	91,821,527	80,765,643	2016	+82
3084	Citizens Bank, Batesville	60,312,372	50,749,225	3411	+327
2459	Benton State Bank, Benton	74,241,644	64,507,979	2625	+166
3483	Union Bank, Benton	54,431,700	50,168,206	3455	
1747	Bank of Bentonville, Bentonville	99,104,738	79,427,381	2062	+315
4154	First National Bank, Berryville	46,803,041	42,360,958	4233	+79
2807	Farmers Bank & Trust Co., Blytheville	65,968,033	60,782,479	2782	
2865	First National Bank, Blytheville	64,817,000	55,976,000	3038	+173
4112	Citizens Bank, Booneville	47,225,000	43,836,000	4039	
4652	Bank of Cabot, Cabot	42,485,000	40,070,902	4494	
2804	First National Bank, Camden	66,059,142	60,300,135	2800	
4462	Merchants & Planters Bank, Camden	43,978,132	43,516,052	4077	
4483	Farmers Bank & Trust Co., Clarksville	43,794,858	41,399,800	4328	
3831	Clinton State Bank, Clinton	50,045,931	45,132,102	3916	+85
1964	First National Bank, Conway	89,991,690	82,275,213	1980	+16
1984	First State Bank & Trust Co., Conway	89,364,000	76,312,383	2151	+167
4375	First National Bank, Crossett	44,663,851	41,391,836	4329	
4493	Danville State Bank, Danville	43,727,000	42,044,000	4259	
4767	First National Bank, De Queen	41,353,152	37,250,454	4854	+67
4886	First National Bank, De Witt	40,396,987	37,419,990	4822	
1019	First National Bank, El Dorado	155,000,211	135,622,846	1077	+58
2379	National Bank of Commerce, El Dorado	76,805,756	74,348,496	2213	
996	First National Bank, Fayetteville	159,121,122	137,437,517	1063	+67
1743	McIlroy Bank & Trust, Fayetteville	99,299,000	96,532,810	1623	
3369	First NB of Eastern Arkansas, Forrest City	56,157,560	56,289,635	3019	
710	First National Bank, Fort Smith	223,612,682	193,747,000	755	+45
860	City National Bank, Fort Smith	183,584,270	144,149,630	1011	+151
1382	Merchants National Bank, Fort Smith	120,072,000	103,292,923	1479	+97
2591	Security Bank, Harrison	70,661,797	64,177,069	2639	+48
3110	First National Bank, Harrison	59,952,166	49,482,106	3504	+394
3602	Cleburne Cty. Bank, Heber Springs	52,784,509	46,918,000	3730	+128
3790	First NB of Phillips Cty., Helena	50,444,581	48,116,640	3619	
4914	Helena National Bank, Helena	40,120,629	38,783,047	4653	
2343	Citizens National Bank, Hope	77,743,916	73,701,688	2239	
3575	First National Bank, Hope	53,061,304	48,576,308	3574	
726	Arkansas B&T Co., Hot Springs	218,638,491	192,515,657	756	+30
794	First National Bank, Hot Springs	199,455,330	166,127,000	867	+73
3677	First Jacksonville Bank, Jacksonville	51,813,000	50,036,000	3462	
1427	Mercantile Bank, Jonesboro	117,041,000	102,315,000	1499	+72
1456	Citizens Bank, Jonesboro	115,079,000	115,596,000	1309	
	LITTLE ROCK				
317	Worthen Bk. & Tr. Co. NA, Little Rock	555,032,000	492,732,917	320	+3
481	Union National Bank, Little Rock	341,051,130	305,604,000	494	+13
506	Commercial National Bank, Little Rock	325,443,000	308,143,784	491	
566	First National Bank, Little Rock	278,392,782	286,162,328	516	
3114	Pulaski Bank & Trust Co., Little Rock	59,874,000	50,315,000	3441	+327
3387	Metropolitan Nat'l Bank, Little Rock	55,775,737	51,456,145	3346	
1526	First National Bank, Magnolia	111,869,000	111,235,000	1359	
4223	Farmers Bank & Trust Co., Magnolia	46,181,275	40,915,000	4390	+167
3976	Malvern National Bank, Malvern	48,457,000	50,493,001	3429	
4814	Bank of Malvern, Malvern	40,998,952	38,604,764	4548	
3690	McGehee Bank, McGehee	51,807,000	47,194,805	3711	+21

ARKANSAS—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
4091	First National Bank, Mena	47,455,894	44,058,182	4011	
4826	Union Bank, Mena	40,896,398	36,478,680	4958	+132
3548	Union Bank & Trust Co., Monticello	53,546,538	49,356,403	3513	
4939	First State Bank, Morrilton	39,961,948	38,276,544	4714	
2018	Peoples B & T Co., Mountain Home	87,889,000	77,871,000	2104	+86
2255	First B & T Co., Mountain Home	80,393,000	73,195,097	2257	+2
4747	First National Bank, Nashville	41,519,067	36,576,310	4944	+197
4805	Merchants & Planters Bank, Newport	41,046,874	40,984,512	4380	
881	Twin City Bank, North Little Rock	179,075,712	153,841,000	936	+55
1277	First American NB, North Little Rock	129,025,285	111,485,526	1357	+80
4694	First National Bank, Osceola	42,161,000	42,278,422	4239	
4397	Bank of Ozark, Ozark	44,518,000	35,030,834	5159	+762
2032	First National Bank, Paragould	87,449,938	82,238,137	1981	
2962	Security Bank, Paragould	62,722,000	59,169,000	2866	
715	Simmons First National Bank, Pine Bluff	222,220,622	216,559,716	670	
1012	National Bank of Commerce, Pine Bluff	156,176,436	146,003,449	999	
1881	First National Bank, Rogers	93,848,000	81,029,000	2003	+122
3444	Farmers & Merchants Bank, Rogers	55,047,000	49,093,000	3535	+91
2458	First National Bank, Russellville	74,333,000	66,346,650	2536	+78
2626	Peoples Bank & Trust Co., Russellville	69,783,000	62,740,286	2701	+75
2261	First National Bank, Searcy	80,268,326	71,230,635	2344	+83
2572	First Security Bank, Searcy	71,208,000	61,106,281	2765	+193
3428	First National Bank, Siloam Springs	55,219,210	52,735,359	3247	
1502	First National Bank, Springdale	113,100,537	105,002,164	1449	
1654	First State Bank, Springdale	103,265,924	89,503,612	1792	+138
2657	First National Bank, Stuttgart	69,157,738	65,427,307	2590	
2700	Farmers & Merchants Bank, Stuttgart	68,319,433	64,167,160	2641	
757	State First National Bank, Texarkana	207,195,705	178,834,028	796	+39
3420	Commercial National Bank, Texarkana	55,382,000	54,484,000	3135	
4774	Citizens Bank & Tr. Co., Van Buren	41,275,366	38,684,413	4670	
3492	Warren Bank & Trust Co., Warren	54,337,949	50,265,040	3444	
4412	Merchants & Farmers Bank, West Helena	44,383,588	41,496,963	4316	
4304	Bank of West Memphis, West Memphis	45,405,042	43,869,595	4032	
4810	First National Bank, Wynne	41,030,305	39,866,227	4514	

CALIFORNIA

1667	Alameda First National Bank, Alameda	102,686,000	90,251,000	1778	+111
659	Heritage Bank, Anaheim	238,551,014	242,561,000	598	
2056	El Camino Bank, Anaheim	86,726,000	83,501,000	1938	
1096	Mid-State Bank, Arroyo Grande	145,660,573	120,295,270	1243	+147
397	American National Bank, Bakersfield	430,643,000	336,716,000	462	+65
1023	Community First Bank, Bakersfield	154,606,815	142,459,894	1020	
1178	California Republic Bank, Bakersfield	136,509,236	116,608,000	1290	+112
123	City National Bank, Beverly Hills	1,507,955,000	1,274,795,000	135	+12
2071	First Pacific Bank, Beverly Hills	86,302,000	86,238,000	1868	
2530	Bank of Beverly Hills, Beverly Hills	72,561,000	70,782,000	2362	
2847	First Beverly Bank, Beverly Hills	65,198,000	56,146,000	3027	+180
1903	Tri-Counties Bank, Chico	93,214,000	83,627,441	1934	+31
1866	Chino Valley Bank, Chino	94,284,000	73,562,000	2245	+379
4292	Bank of Coronado, Coronado	45,501,000	20,766,718	8050	+3758
3379	Citizens Bank, Costa Mesa	55,944,000	51,577,000	3332	
3501	South Coast Bank, Costa Mesa	54,277,000	59,345,645	2854	
4541	First National Bank, Daly City	43,365,974	41,428,786	4323	
3343	Diablo State Bank, Danville	56,605,531	42,563,000	4199	+856
3182	First Northern Bank, Dixon	58,915,000	53,610,000	3186	+4
1201	Southern California Bank, Downey	134,860,000	142,467,000	1019	
3708	Capital Bank, Downey	51,411,379	48,574,919	3575	
1434	International Central B & T Cp., El Toro	116,635,000	83,330,000	1945	+511
877	West Coast Bank, Encino	180,000,000	108,289,000	1397	+520
1024	Independence Bank, Encino	154,453,866	170,219,963	846	
3401	Bank of Loleta, Eureka	55,687,644	49,046,000	3540	+139
3563	Bank of Orange Cty., Fountain Valley	53,271,000	34,800,363	5197	+1634
2173	Fremont Bank, Fremont	83,305,294	68,421,000	2461	+288
3087	California Valley Bank, Fresno	60,274,000	55,622,000	3058	
3718	Bank of Fresno, Fresno	51,273,000	40,626,000	4423	+705
2039	Republic Bank, Gardena	87,224,000	97,576,926	1601	
1342	Valley National Bank, Glendale	123,614,133	119,334,560	1253	
3550	Foot Hill Independent Bank, Glendora	53,506,000	37,243,000	4855	+1305
4297	Gold Country Bank, Grass Valley	45,463,000	40,404,000	4452	+155
3642	Bank of Hemet, Hemet	52,284,000	55,873,000	3046	
359	Community Bank, Huntington Park	477,714,000	445,938,000	352	
3318	Bank of Irvine, Irvine	56,893,417	51,400,039	3356	+38
4811	Landmark Bank, La Habra	41,024,000	30,855,000	5826	+1015
963	La Jolla Bank & Trust Co., La Jolla	164,819,000	133,346,000	1100	+137
1428	Grossmont Bank, La Mesa	116,975,070	97,155,475	1609	+181
3475	Bank of Lake County, Lakeport	54,586,000	53,630,000	3183	
714	Farmers & Merchants Bank, Lodi	222,394,060	203,374,014	715	+1
456	Farmers & Merchants Bank, Long Beach	364,799,393	341,707,000	459	+3
3270	Harbor Bank, Long Beach	57,544,596	59,846,014	2823	
4946	National Bank, Long Beach	39,934,030	34,714,899	5210	+264

LOS ANGELES

9	Security Pacific National Bank, Los Angeles	25,791,750,980	23,441,590,827	9	
13	First Interstate Bank of California, Los Angeles	15,950,069,000	14,556,481,000	13	
29	Union Bank, Los Angeles	5,436,326,000	5,206,319,000	25	
85	Lloyds Bank California, Los Angeles	2,129,800,000	2,373,990,257	67	
141 R	Mitsui Manufacturers Bank, Los Angeles	1,328,514,000	1,267,952,000	136	
144 r	Imperial Bank, Los Angeles	1,310,750,000 R	1,182,396,000	144	
367	Mitsubishi Bank, Los Angeles	466,652,924	445,937,526	353	
502	Tokai Bank of California, Los Angeles	330,228,000	176,671,064	807	+305
519	First Los Angeles Bank, Los Angeles	310,784,000	294,034,000	509	
539	American City Bank, Los Angeles	293,937,000	343,906,310	453	
763	California Commerce Bank, Los Angeles	205,932,119	172,018,000	834	+71
902	Cathay Bank of Los Angeles, Los Angeles	175,241,260	150,370,600	962	+60
1439	Dai-Ichi Kangyo Bank of California, Los Angeles	116,394,340	103,316,000	1476	+37
1565	California Overseas Bank, Los Angeles	109,017,130	111,107,147	1362	
1700	California Korea Bank, Los Angeles	101,245,000	87,885,205	1824	+124
1844	Great American Bank, Los Angeles	95,057,000	70,066,000	2390	+546
2103	General Bank, Los Angeles	85,482,000	95,520,756	1648	
2118	Century Bank, Los Angeles	85,120,296	106,790,000	1414	
2546	First Business Bank, Los Angeles	72,184,000	43,155,718	4121	+1575
3201	Western Bank, Los Angeles	58,606,000	52,187,000	3285	+84
3380	Kyowa Bank of California, Los Angeles	55,940,000	49,291,000	3521	+141
4002 u	California Pacific National Bank, Los Angeles	48,292,000	32,855,298	5487	+1485
4374	Far East National Bank, Los Angeles	44,665,943	37,112,000	4878	+504
4878	Commercial Bank of Calif., Los Angeles	40,453,000	31,631,000	5689	+811
4394	First State Bank, Lynwood	44,533,000	43,512,998	4078	
3502	Pacific Union B&T Co., Menlo Park	54,268,000	32,673,000	5525	+2023
3225	Center State Bank, Modesto	58,222,000	56,077,000	3033	
3325	Modesto Banking Co., Modesto	56,781,000	45,492,000	3874	+549
3889	Garfield Bank, Montebello	49,253,536	48,655,000	3567	
2408	Trans America National Bank, Monterey Park	75,960,177	46,150,316	3801	+1393
3620	Omni Bank NA, Monterey Park	52,587,000	52,209,000	3284	
2035	Napa Valley Bank, Napa	87,331,891	67,755,719	2484	+449
829	Bank of Newport, Newport Beach	190,239,785	176,910,597	804	
2383	CommerceBank, Newport Beach	76,697,000	58,242,494	2913	+530
3694	American State Bank, Newport Beach	51,587,289	63,813,000	2664	
4459	Newport Harbour NB, Newport Beach	44,010,127	34,333,626	5265	+806
687	First Trust Bank, Ontario	229,553,000	229,979,000	627	
4624	Orange City Bank, Orange	42,753,600	29,251,000	6130	+1506
540	Bank of A. Levy, Oxnard	292,632,000	261,553,000	558	+18
4239	Bank of Palm Springs, Palm Springs	46,042,000	26,992,000	6600	+2361
1416	Mechanics National Bank, Paramount	117,847,000	133,400,000	1097	
4117	Citizens Comm Tr & Svgs Bk, Pasadena	47,167,000	37,474,000	4817	+709
4589	Community First NB, Pleasanton	43,047,484	39,805,857	4521	
2733	North Valley Bank, Redding	67,741,000	52,849,000	3238	+505
2923	Bank of Redlands, Redlands	63,524,000	52,712,000	3251	+328
509	Mechanics Bank, Richmond	321,510,115	297,934,935	506	
3624	Riverside National Bank, Riverside	52,533,000	49,469,000	3508	

SACRAMENTO

1009	First Commercial Bank, Sacramento	156,733,000	42,531,000	4204	+3195
1080	Bank of Alex Brown, Sacramento	147,411,059	156,415,000	917	
1156	Capitol Bank of Commerce, Sacramento	138,138,000	113,198,451	1338	+182
1542	River City Bank, Sacramento	110,929,000	101,913,000	1512	
4230	Point West Bank, Sacramento	46,133,280	28,695,318	6228	+1998
4940	Sacramento Valley Bank NA, Sacramento	39,953,000			
4163	Torrey Pines Bank, Salana Beach	46,699,000	30,706,359	5855	+1692
1715	Valley National Bank, Salinas	100,417,000	91,034,000	1762	+47
4916	Bank of San Clemente, San Clemente	40,097,834	30,786,741	5840	+924
275	San Diego Trust & Savings Bank, San Diego	667,700,000	581,039,000	272	
1644	Bank of San Diego, San Diego	103,697,618	68,515,000	2456	+812
3313	Peninsula Bank, San Diego	56,929,000	45,977,000	3814	+501

SAN FRANCISCO

1	Bank of America NT&SA, San Francisco	95,037,498,000	95,985,514,000	1	
11	Crocker National Bank, San Francisco	18,334,746,000	16,516,627,000	12	+1
12	Wells Fargo Bank NA, San Francisco	18,065,044,000	17,226,213,000	11	
47	California First Bank, San Francisco	3,576,149,000	3,496,975,000	43	
68	Bank of California NA, San Francisco	2,734,776,000	2,452,860,000	63	
102	Sumitomo Bank of California, San Francisco	1,867,495,962	1,747,532,858	94	
192	Bank of the West, San Francisco	964,588,000	775,025,000	212	+20
193	Golden State Sanwa Bank, San Francisco	960,603,000	720,081,000	231	+38
214	Central Bank, San Francisco	868,262,000	804,647,000	202	
224	Hibernia Bank, San Francisco	814,948,000	790,357,000	208	
264	Barclays Bank of California, San Francisco	696,306,000	723,474,000	229	
312	California Canadian Bank, San Francisco	567,293,000	817,246,000	199	
512	Bank of Canton of California, San Francisco	317,931,102	299,400,656	504	
870	Redwood Bank, San Francisco	181,435,000	167,251,168	862	
1071	Bank of the Orient, San Francisco	148,944,498	135,982,658	1072	+1
1254	Toronto Dominion Bank, San Francisco	130,904,000	155,154,000	927	
2892	Bank of San Francisco, San Francisco	64,290,000	47,241,000	3700	+808
3706	Philippine Bank, San Francisco	51,460,000	43,843,000	4036	+330
4329	Commercial Bank, San Francisco	45,121,007	42,987,000	4140	
703	Pacific Valley Bank, San Jose	224,797,000	161,240,000	899	+196
2545	Plaza Bank of Commerce, San Jose	72,190,021	53,407,800	3198	+653
2955	Capistrano NB, San Juan Capistrano	62,888,703	54,104,320	3154	+199
4511	Borel Bank & Trust Co., San Mateo	43,615,000	19,147,914		
4496	Bank of San Pedro, San Pedro	43,702,000	39,251,000	5143	+647
468	Bank of Marin, San Rafael	348,341,000	294,087,000	508	+40
471	Westlands Bank, Santa Ana	347,698,000	217,903,655	665	+194
1061	Valencia Bank, Santa Ana	149,796,402	138,698,000	1052	
729	Santa Barbara Bank & Trust, Santa Barbara	217,542,493	171,834,679	837	+108
4456	Bank of Montecito, Santa Barbara	44,016,000	43,842,000	4037	
4897	Bank of Santa Clara, Santa Clara	40,288,944	37,292,000	4841	
514	County Bank of Santa Cruz, Santa Cruz	315,581,187	308,163,240	490	
530	Santa Monica Bank, Santa Monica	300,824,694	265,982,297	552	+22
727	Exchange Bank, Santa Rosa	218,164,000	208,392,582	694	
1415	Bank of Sonoma Cty., Santa Rosa	117,852,000	105,171,000	1445	+30
1688	Trans-World Bank, Sherman Oaks	101,951,000	98,565,000	1574	
1079	Home Bank, Signal Hill	147,959,815	153,049,185	942	
461	Bank of Stockton, Stockton	355,048,000	321,354,210	478	+17
770	Union Safe Deposit Bank, Stockton	204,160,082	196,663,000	749	
1121	American Pacific St. Bk., Sun Valley	141,868,827	100,892,804	1532	+411
1887	Commonwealth Bank, Torrance	93,650,579	70,370,000	2377	+490
2801	Golden Valley Bank, Turlock	66,191,000	57,827,000	2944	+143
1116	Eldorado Bank, Tustin	142,572,693	112,762,399	1343	+227
1225	Sunwest Bank, Tustin	133,121,000	117,548,000	1282	+57
1292	Savings Bank of Mendocino Cty., Ukiah	127,595,892	113,417,909	1336	+44
3384	Vaca Valley Bank, Vacaville	55,843,000	47,859,455	3649	+265
1716	Santa Clarita National Bank, Valencia	100,398,000	102,330,000	1498	
4717	Valley State Bank, Van Nuys	41,870,000	27,045,000	6588	+1871
746	Southwest Bank, Vista	212,592,000	213,647,000	680	
2931	Bank of Contra Costa, Walnut Creek	63,447,000	53,837,000	3169	+238
4802	American Bk & Tr Co., Walnut Creek	41,076,000	33,087,000	5453	+651
1213	Metrobank, A National Assn., Westwood Village	133,892,103	76,337,584	2149	+936
4714	Scott Valley Bank, Yreka	41,898,670	40,361,349	4459	

COLORADO

4395	Colorado National Bank-Arvada, Arvada	44,528,747	42,311,623	4236	
4274	Bank of Aspen, Aspen	45,681,000	36,030,784	5019	+745
4549	First National Bank, Aspen	43,332,577	43,667,199	4060	
3036	Aurora National Bank, Aurora	61,244,000	56,578,385	3003	
4398	United Bank, Aurora	44,514,000	41,065,000	4369	
1047	First National Bank, Boulder	151,643,000	148,425,597	981	
1585	IntraWest Bank of Boulder NA, Boulder	102,106,000	93,389,519	1697	+12
2779	United Bank of Boulder, Boulder	66,735,035	67,188,374	2500	
4256	Colorado National Bank-Boulder, Boulder	45,845,315	42,830,383	4161	
4234	United Bank of Broomfield, Broomfield	46,096,227	37,913,000	4763	+529
3732	Fremont National Bank, Canon City	51,105,506	47,674,000	3667	
4470	First National Bank, Canon City	43,920,500	41,227,000	4350	

COLORADO SPRINGS

692	First National Bank, Colorado Springs	227,399,043	218,092,064	662	
936	Colorado Nat'l Bk-Exchange, Colorado Springs	167,705,040	168,631,562	858	
1084	Colorado Springs National Bank, Colorado Springs	147,066,221	128,662,415	1145	+61
1927	Central Bank of Colorado Springs, Colorado Springs	92,093,311	80,623,243	2019	+92
3541	United Bank, Colorado Springs	53,683,000	42,827,000	4162	+621
3728	Western Nat'l Bank, Colorado Springs	51,147,176	45,098,429	3921	+193
4993	IntraWest Bank of Colorado Springs NA, Colorado Springs	39,514,000	33,358,000	5413	+420
4072	Moffat Cty. State Bank, Craig	47,909,000	57,106,000	2974	

r-Based on revised data received after publication on March 4.
R—Revised.
u—Rank based on unaudited figures. Finalized data were not available at the time of printing.

COLORADO—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
	DENVER				
112	IntraWest Bank of Denver NA, Denver	1,671,914,000	1,283,816,000	134	+22
113	United Bank of Denver NA, Denver	1,660,198,000	1,595,979,000	109	
195	Colorado National Bank, Denver	947,723,000	882,991,647	186	
220	Central Bank of Denver, Denver	823,098,000	754,875,663	224	+4
544	Denver National Bank, Denver	291,269,841	281,057,858	526	
607	First Interstate Bank of Denver NA, Denver	258,482,569	206,486,375	703	+96
872	Metro National Bank, Denver	180,920,000	177,643,686	801	
914	University National Bank, Denver	172,861,000	157,096,342	915	+1
1219	Guaranty Bank & Trust Co., Denver	133,462,831	114,325,679	1324	+105
1673	Cherry Creek National Bank, Denver	102,507,719	84,275,000	1912	+239
1692	Colorado State Bank, Denver	101,743,396	97,930,738	1592	
1872	Mountain States Bank, Denver	94,048,982	86,747,818	1847	
2144	National City Bank, Denver	84,247,829	70,560,898	2366	+222
2788	IntraWest Bank of Bear Valley NA, Denver	66,569,000	58,748,000	2885	+97
3095	Central Bank of North Denver, Denver	60,176,047	51,861,479	3306	+211
3143	United Bank of Skyline NA, Denver	59,356,000	57,506,632	2956	
3498	Colorado Nat'l Bk.-Boulevard, Denver	54,301,000	46,212,000	3794	+296
3518	Union Bank & Trust, Denver	54,000,000	53,337,000	3202	
3527	Southeast State Bank, Denver	53,881,000	35,471,409	5091	+1564
3558	Bank of Denver, Denver	53,387,000	53,838,000	3168	
3897	Century Bank, Denver	49,114,000	41,224,000	4351	+454
3983	Fidelity Bank of Denver, Denver	48,391,000	22,772,000	7544	+3561
4457	Mid-States Bank, Denver	44,011,000	40,776,183	4407	
4742	OMNIBANK Southeast, Denver	41,552,357	50,189,257	3452	
4942	United Bank of Monaco NA, Denver	39,945,000	28,695,000	6229	+1287
3354	First National Bank, Durango	56,410,374	52,449,749	3270	
4730	United Bank of Durango, Durango	41,703,179	35,769,210	5059	+329
1087	First National Bank, Englewood	146,886,237	135,960,934	1073	
1730	First Interst. Bk of Englewood NA, Englewood	99,734,899	100,413,000	1546	
3856	Arapahoe Bank & Trust, Englewood	49,642,000	44,735,085	3948	+92
804	First Interst. Bk. of Fort Collins NA, Fort Collins	196,701,672	175,167,940	813	+9
1256	United Bank of Fort Collins NA, Fort Collins	130,614,000	122,001,000	1218	
2904	Farmers State Bank, Ft. Morgan	64,058,333	54,775,913	3116	+212
1979	First National Bank, Glenwood Springs	89,446,000	80,269,000	2029	+50
1628	First Interstate Bank of Golden NA, Golden	104,675,993	94,907,462	1669	+41
1330	IntraWest Bank of Grand Junction, Grand Junction	124,496,000	118,287,000	1269	
1662	First National Bank, Grand Junction	102,884,000	100,486,309	1544	
2612	Mesa United Bank of Grand Junction NA, Grand Junction	70,211,142	71,688,883	2322	
1264	IntraWest Bank of Greeley NA, Greeley	129,979,000	118,554,000	1264	
1388	Greeley National Bank, Greeley	119,825,912	127,930,041	1156	
1936	United Bank, Greeley	91,702,643	78,263,000	2094	+158
4728	Colorado Bank & Trust Co., La Junta	41,726,000	38,849,836	4644	
920	Jefferson Bank & Trust, Lakewood	171,794,000	145,493,194	1001	+81
1515	FirstBank of Westland NA, Lakewood	112,276,000	86,462,000	1857	+342
2880	United Bank of Lakewood NA, Lakewood	64,517,588	57,862,407	2940	+60
3588	Colorado Nat'l Bank-Lakewood, Lakewood	52,934,774	47,876,017	3646	+58
4970	Valley State Bank, Lamar	39,692,470	30,043,887	5978	+1008
2024	United Bank, Littleton	87,715,711	68,739,000	2447	+423
3077	Littleton National Bank, Littleton	60,391,000	61,360,000	2753	
3107	IntraWest Bank of Southglenn NA, Littleton	59,980,738	53,077,717	3223	+116
2279	First National Bank, Longmont	79,646,948	69,282,948	2423	+144
3998	Longmont National Bank, Longmont	48,314,054	44,467,898	3975	
2353	First National Bank, Loveland	77,397,752	69,019,587	2433	+80
2929	IntraWest Bank of Montrose NA, Montrose	63,455,000	59,647,000	2832	
3904	IntraWest Bank of Northglenn NA, Northglenn	49,044,000	48,125,000	3616	
	PUEBLO				
1767	Colorado National Bank-Pueblo, Pueblo	98,262,000	94,937,166	1668	
1993	Pueblo Bank & Trust Co., Pueblo	88,949,000	72,744,000	2277	+284
2409	Minnequa Bank, Pueblo	75,800,930	66,173,343	2547	+138
4572	IntraWest Bank of Pueblo NA, Pueblo	43,181,000	34,114,000	5298	+726
4991	United Bank, Pueblo	39,525,000	37,450,000	4821	
3029	IntraWest Bank of Steamboat Springs NA, Steamboat Springs	61,440,000	62,638,000	2706	
2328	IntraWest Bank of Sterling, Sterling	78,086,000	70,534,000	2369	+41
4729	Commercial Bank, Sterling	41,716,000	41,965,000	4264	
4816	FirstBank of Vail, Vail	40,947,549	41,835,000	4276	
2712	First National Bank, Westminster	68,064,927	57,842,554	2943	+231
2008	Lakeside National Bank, Wheat Ridge	88,347,447	90,339,790	1776	
4075	FirstBank of Wheat Ridge NA, Wheat Ridge	47,604,523	40,695,000	4417	+342
4022	First National Bank, Wray	48,103,108	44,336,109	3986	

CONNECTICUT

237	Citytrust, Bridgeport	773,215,000	603,734,000	264	+27
1736	Lafayette Bank & Trust Co., Bridgeport	99,493,000	86,050,264	1873	+137
3725	Valley Bk & Tr Co., Bridgeport	51,190,000	52,211,000	3283	
4859	Chester Bank, Chester	40,650,771	34,718,131	5209	+350
2238	Glastonbury Bank & Trust Co., Glastonbury	81,022,432	75,420,000	2174	
3553	Citizens Bank & Trust Co., Glastonbury	53,475,684	54,783,000	3115	
823	Putnam Trust Co., Greenwich	192,379,072	170,178,593	848	+25
1362	American National Bank, Hamden	122,105,423	113,248,169	1337	
44	Connecticut Bank & Trust Co. NA, Hartford	3,694,611,000	816,558,000	200	+156
53	Connecticut National Bank, Hartford	3,301,934,000	2,229,327,000	74	+21
500	United Bank & Trust Co., Hartford	330,975,393	311,087,000	486	
4835	Charter Oak Bank & Trust Co., Hartford	40,821,000	38,085,000	4741	
4367	First National Bank, Litchfield	44,726,210	40,957,583	4383	+16
1698	Home Bank & Trust Co., Meriden	101,311,000	77,899,000	2103	+405
1107	New Britain National Bank, New Britain	143,591,000	132,659,000	1105	
1652	New Britain Bank & Trust Co., New Britain	103,389,989	97,297,026	1605	
328	First Bank, New Haven	530,426,000	531,731,000	293	
4044	Bank of New Haven, New Haven	47,869,770	36,706,036	4930	+886
4050	New Milford B&T Co., New Milford	47,798,272	37,883,790	4774	+724
1501	Merchants Bank & Trust Co., Norwalk	113,128,225	99,540,082	1561	+60
4182	Seymour Trust Co., Seymour	46,547,000	43,567,000	4070	
1867	Simsbury Bank & Trust Co., Simsbury	94,253,373	87,059,000	1840	
4799	Citizens National Bank, Southington	41,096,000	34,423,936	5250	+451
159	Union Trust Co., Stamford	1,177,567,000	1,050,831,000	158	
1215	Fidelity Trust Co., Stamford	133,744,703	126,989,226	1164	
3418	North American B & T Co., Stratford	55,421,000	53,047,000	3228	
182	Colonial Bank, Waterbury	1,034,800,000	996,624,521	168	
2629	Mattatuck Bank & Trust Co., Waterbury	69,678,000	66,323,000	2542	
1167	Westport Bank & Trust Co., Westport	137,594,000	124,828,000	1186	+19
1554	Independent Bank & Trust Co., Willimantic	109,760,185	94,245,632	1681	+127
3534	Northern Connecticut NB, Windsor Locks	53,772,124	49,986,000	3465	

DELAWARE

529	Girard Bank Delaware, Dover	300,941,000	267,858,000	547	+18
1154	Sussex Trust Co., Laurel	138,295,600	120,193,700	1247	+93
3779	Citibank (Delaware), New Castle	50,504,000			
1337	Maryland Bank NA, Newark	123,946,385			
2419	Baltimore Trust Co., Selbyville	75,496,215	67,703,720	2486	+67
	WILMINGTON				
161	Wilmington Trust Co., Wilmington	1,151,005,000	1,137,688,000	151	
183	Morgan Bank (Delaware), Wilmington	1,027,150,000			
252	Bank of Delaware, Wilmington	726,999,000	669,304,984	245	
293	Delaware Trust Co., Wilmington	602,940,689	542,903,000	289	
299	Chemical Bank (Delaware), Wilmington	592,905,000			
844	Chase Manhattan Bank (USA) NA, Wilmington	186,385,000			
1675	Provident of Delaware Bank NA, Wilmington	102,442,000			
3115	Beneficial National Bank, Wilmington	59,849,097	60,066,000	2814	

DISTRICT OF COLUMBIA

	WASHINGTON				
58	Riggs National Bank, Washington	3,053,836,000	3,002,749,000	53	
69	American Security Bank NA, Washington	2,673,937,000	2,405,714,000	65	
212	National Bank of Washington, Washington	876,288,000	819,666,680	198	
277	First American Bank NA, Washington	645,886,484	541,346,442	291	+14
348	NS&T Bank NA, Washington	490,529,000	485,878,000	326	
887	Madison National Bank, Washington	177,673,495	161,283,237	898	+11
925	District of Columbia NB, Washington	170,276,709	128,704,676	1143	+218
1117	Security National Bank, Washington	142,544,627	108,660,549	1391	+274
3136	Industrial Bank, Washington	59,552,000	55,990,000	3037	
3654	National Bank of Commerce, Washington	52,025,733	46,159,406	3800	+146
3670	Mclachlen National Bank, Washington	51,871,021	46,947,887	3728	+58
4244	United National Bank, Washington	45,989,000	53,281,000	3207	

FLORIDA

2774	Citrus & Chemical Bank, Bartow	66,811,962	54,837,797	3108	+334
2342	First B & T Co., Belleair Bluffs	77,745,000	75,013,000	2192	
4140	Bank of Belleview, Belleview	46,909,957	41,300,704	4341	+201
246	NCNB National Bank of Florida, Boca Raton	737,448,864	474,407,000	331	+85
1414	First Bankers of Palm Beach Cty. NA, Boca Raton	118,000,752	115,462,000	1313	
3843	First National Bank, Bonita Springs	49,854,000	45,275,000	3898	+55
1092	Florida Coast Bank of Palm Beach Cty., Boynton Beach	145,780,000	120,611,000	1238	+146
886	Barnett Bank of Manatee Cty. NA, Bradenton	177,753,000	172,954,000	829	
952	Ellis First National Bank, Bradenton	165,941,085	141,368,883	1030	+78
1049	Hernando State Bank, Brooksville	151,507,195	129,338,771	1139	+90
1579	First National Bank, Brooksville	108,178,000	97,750,000	1595	+16
4258	Florida Bank of Sumter Cty., Bushnell	45,831,000	39,060,000	4615	+357
4646	First Bankers of Florida NA, Cape Canaveral	42,523,810	36,010,000	5024	+378
668	Sun Bank/Southwest NA, Cape Coral	233,847,000	185,966,758	774	+106
4015	Florida Nat'l Bk of Lee Cty., Cape Coral	48,218,000	49,710,000	3486	
1762	ComBank/Seminole Cty., Casselberry	98,588,992	79,852,327	2046	+284
	CLEARWATER				
778	First National Bank, Clearwater	202,085,922	177,221,792	802	+24
791	Barnett Bk of Pinellas Cty, NA, Clearwater	200,072,000	153,411,000	940	+149
1132	Bank of Clearwater, Clearwater	140,762,049	141,597,838	1027	
4130	Clearwater Beach Bank, Clearwater	47,009,000	46,659,881	3751	
4751	Republic Bank, Clearwater	41,479,000	27,504,000	6480	+1729
4303	Caribank NA, Coral Gables	45,416,308	34,595,022	5229	+926
4775	Bank of Coral Gables, Coral Gables	41,274,775	10,849,643		
4089	Citizens First Nat'l Bk., Crystal River	47,464,000	38,141,601	4732	+643
4148	Creditbank, Cutler Ridge	46,850,000	28,335,000	6303	+2155
1307	Bank of Pasco Cty., Dade City	126,264,214	110,813,443	1365	+58
867	Dania Bank, Dania	182,419,201	147,011,891	990	+123
3536	Great American Bank, Davie	53,759,000	46,350,000	3778	+242
802	Florida Bank of Volusia Cty., Daytona Beach	197,535,086	69,553,000	2411	+1609
828	Sun Bank of Volusia Cty., Daytona Beach	190,272,000	156,133,000	919	+91
612	Barnett Bank of Volusia Cty., De Land	257,502,331	198,881,237	739	+127
3795	Deland State Bank & Trust, De Land	50,414,000	49,814,000	3479	
3938	Ellis National Bank of Volusia Cty, DeBary	48,706,804	26,383,504	6732	+2794
464	Barnett Bank of Palm Beach Cty., Delray Beach	350,949,609	264,758,501	554	+90
679	Sun Bank/Palm Beach Cty. NA, Delray Beach	231,300,754	177,000,473	803	+124
4322	Peoples Banks of Pasco Cty., Elfers	45,203,815	41,068,000	4367	+45
1527	Englewood Bank & Trust, Englewood	111,779,117	101,788,052	1516	
1722	Barnett Bank of Lake Cty. NA, Eustis	100,029,000	80,132,000	2096	+314
3006	Flagship State Bank of Polk Cty, Fort Meade	61,852,958	28,730,905	6225	+3219
281	Sun Bank/South Florida NA, Ft. Lauderdale	631,654,919	198,858,000	740	+459
296	Landmark First NB, Ft. Lauderdale	599,354,122	524,037,857	306	+10
4452	Great American Bank of Broward Cty., Ft. Lauderdale	44,039,728	41,406,000	4327	
525	First National Bank, Ft. Myers	302,426,741	269,274,637	543	+18
896	Lee Cty. Bank, Ft. Myers	176,317,990	183,630,000	781	
1069	Barnett Bank of Ft. Myers NA, Ft. Myers	149,040,000	120,649,000	1237	+168
3372	Flagship Bank, Ft. Myers	56,088,267	50,079,335	3458	+86
2323	Gulf Coast First National Bank, Ft. Myers Beach	78,281,781	72,023,779	2313	
1147	Sun Bank of St. Lucie Cty., Ft. Pierce	139,387,000	143,753,802	1013	
2055	First National Bank, Ft. Walton Beach	86,734,227	74,620,154	2207	+152
4676	First City Bk, Ft. Walton Beach	42,348,600	33,866,959	5337	+661
3389	Sun Bank, Gainesville	55,754,946	52,727,000	3249	
4938	Bank of Green Cove Springs, Green Cove Springs	39,964,280	35,808,000	5054	+116
1513	Royal Trust Bank, Gulfport	112,374,732	14,881,000		
1556	Flagship Bank of Polk Cty., Haines City	109,693,555	85,770,655	1877	+321
817	Bank of Hallandale & Trust Co., Hallandale	193,397,359	155,392,227	923	+106
2159	City National Bank, Hallandale	83,801,339	79,104,292	2070	
421	Consolidated Bank NA, Hialeah	410,287,000	351,582,000	445	+24
3551	Pan American Bank of Dade Cty NA, Hialeah	53,493,577	25,584,896	6914	+3363
4854	Popular Bank of Florida, Hialeah	40,671,000	35,106,000	5149	+295
3969	Bank of Holiday, Holiday	48,519,000	44,524,952	3967	
1169	Flagship NB of Broward Cty., Hollywood	137,523,000	137,829,560	1060	
3076	American Bank, Hollywood	60,403,680	48,239,350	3606	+530
4241	Island Bank, Holmes Beach	46,020,875	48,716,193	3562	
2978	First National Bank, Homestead	62,501,305	53,665,851	3181	+203
3102	Community Bank, Homestead	60,057,000	50,950,000	3394	+292
1447	Bank of Inverness, Inverness	115,500,000	102,911,000	1485	+38
3065	Citizens First National Bank, Inverness	60,695,000	58,130,047	2922	
	JACKSONVILLE				
93	Atlantic National Bank of Fla., Jacksonville	1,986,463,000	1,674,768,000	103	+10
280	Florida National Bank, Jacksonville	632,931,000	453,187,000	345	+65
314	Barnett Bank of Jacksonville NA, Jacksonville	563,416,285	516,426,305	308	
875	American National Bank, Jacksonville	180,317,000	92,397,000	1730	+855
1180	Jacksonville National Bank, Jacksonville	136,339,172	137,184,361	1066	
1741	Flagship Bank of Jacksonville, Jacksonville	99,419,000	84,069,000	1920	+179
2499	Sun Bank/North Florida NA, Jacksonville	73,503,268	51,416,852	3354	+855
3358	Barnett Banks Trust Co. NA, Jacksonville	56,378,639	35,426,920	5100	+1742
4173	First Guaranty Bank & Trust Co., Jacksonville	46,649,000	39,153,755	4599	+426
3799	Key Biscayne Bank & Trust Co., Key Biscayne	50,395,000	47,747,000	3659	
3269	Florida Keys First St. Bk., Key West	57,546,801	34,433,000	5248	+1979
4363	Florida NB of the Fla. Keys, Key West	44,785,000	40,548,836	4438	+75
2637	First National Bank, Kissimmee	69,560,000	59,828,000	2824	+187

FLORIDA—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
3097	State Exchange Bank, Lake City	60,148,078	57,862,210	2941	
4635	First Bank & Trust, Lake Placid	42,652,268	39,237,859	4591	
1491	Sun First National Bank of Polk Cty., Lake Wales	114,068,738	103,275,214	1480	
4257	Suburban Bank, Lake Worth	45,835,254	34,601,460	5226	+969
617	Peoples Bank, Lakeland	256,128,718	232,803,465	616	
748	Barnett Bank of Polk Cty., Lakeland	212,318,813	64,687,000	2617	+1869
2386	First National Bank, Lakeland	76,610,481	69,050,000	2430	+44
2434	Florida National Bank, Lakeland	75,074,105	56,615,357	3001	+567
2562	First State Bank, Lantana	71,626,241	57,474,000	2958	+396
1573	Ellis Bank of Indian Rocks, Largo	108,584,000	94,805,981	1672	+99
1907	Citizens National Bank, Leesburg	93,022,476	85,139,214	1894	
3692	First National Bank, Live Oak	51,590,000	47,782,000	3656	
2643	Gulf Coast Bank of Pinellas, Madeira Beach	69,513,566	59,457,000	2848	+205
3042	Marine Bank of Monroe County, Marathon	61,163,173	59,439,997	2849	
3956	Citizens State Bank, Marianna	48,592,319	46,299,777	3787	
4750	First Bank, Marianna	41,488,000	40,285,000	4466	
1025	Barnett Bank of Marion Cty NA, Marion City	153,825,886	124,822,849	1187	+162
1882	Flagship Bank of Melbourne NA, Melbourne	93,843,129	80,158,000	2034	+152
2259	Landmark Bank of Brevard, Melbourne	80,300,393	72,491,628	2289	+30
2599	American Bank, Merritt Island	70,494,000	36,738,000	4925	+2326
3347	First Nat'l Bank of Brevard, Merritt Island	56,568,455	49,176,000	3531	+184
	MIAMI				
27	Southeast Bank NA, Miami	5,544,736,000	5,008,198,000	29	+2
126	Barnett Bank of South Florida NA, Miami	1,484,908,461	1,177,970,000	145	+19
248	Flagship National Bank, Miami	733,982,000	632,137,027	254	+6
286	Pan American Bank NA, Miami	618,276,000	412,308,000	384	+98
320	Florida National Bank of Miami, Miami	552,105,709	426,170,082	372	+52
341	Republic National Bank, Miami	500,245,000	434,235,126	361	+20
378	Intercontinental Bank, Miami	453,615,394	403,891,000	396	+18
465	City National Bank, Miami	348,937,776	382,579,000	411	
487	Sun Bank of Miami, Miami	337,380,000	308,494,202	489	+2
504	Capital Bank, Miami	328,904,570	255,038,205	569	+65
581	Royal Trust Bank NA, Miami	270,853,292	149,422,677	973	+392
616	Bank of Miami, Miami	256,471,195	226,486,000	637	+21
704	SafraBank, Miami	224,475,837	205,326,218	710	+6
1038	Central Bank & Trust Co., Miami	152,644,567	161,579,742	897	
1118	Commercial Bank & Trust Co., Miami	142,503,335	133,043,000	1103	
1281	United National Bank, Miami	128,601,875	93,925,505	1686	+405
1396	Totalbank, Miami	119,322,251	101,204,673	1525	+129
1637	Biscayne Bank, Miami	104,270,000	82,974,000	1952	+315
1742	Merchants Bank, Miami	99,333,120	97,621,470	1599	
1933	Northern Trust Bank of Fla. NA, Miami	91,895,000			
1957	Coconut Grove Bank, Miami	90,632,450	74,222,565	2222	+265
2028	Eagle National Bank, Miami	87,567,433	92,680,000	1719	
2301	National Bank of Florida, Miami	78,777,000	95,025,000	1666	
2400	Commercial Bank of Kendall, Miami	76,099,000	64,337,000	2635	+235
2457	Continental National Bank, Miami	74,356,000	55,898,000	3044	+587
2658	Miami National Bank, Miami	69,132,000	52,071,000	3292	+634
3184	Dadeland Bank, Miami	58,888,836	42,436,000	4220	+1036
3464	International Bank of Miami NA, Miami	54,712,646	69,522,251	2413	
3519	Sunset Commercial Bank, Miami	53,988,000	33,149,000	5441	+1922
3711	Dixie Nat'l Bank of Dade Cty., Miami	51,366,500	47,572,107	3672	
3978	Central Bank of North Dade, Miami	48,423,000	48,895,000	3551	
2163	Jefferson National Bank, Miami Beach	83,675,927	84,412,858	1910	
3523	Pan American Bank of Miami Shores NA, Miami Shores	53,947,775	44,490,996	3972	+449
2478	North First Bank, N. Ft. Myers	73,867,390	60,235,034	2804	+326
2204	County NB of South Fla., N. Miami Beach	82,114,898	72,770,104	2274	+70
781	Barnett Bank of Naples, Naples	201,478,000	163,030,000	883	+102
941	First National Bank & Trust Co., Naples	167,342,798	170,185,573	847	
1610	Flagship National Bank, Naples	106,468,119	105,725,398	1436	
4390	Ocean State Bank, Neptune Beach	44,559,126	39,240,867	4590	+200
693	Barnett Bank of Pasco Cty., New Port Richey	226,847,094	182,850,835	783	+90
797	Ellis First National Bank of West Pasco, New Port Richey	198,461,199	132,181,000	1110	+313
445	First American B&T, No. Palm Beach	382,649,000	356,323,000	441	
2026	Great American Bk of Dade Cty., North Miami	87,640,000	86,475,000	1856	
1989	Skylake State Bank, North Miami Beach	89,127,314	84,760,000	1903	
4720	North Port Bank, North Port	41,833,372	35,562,447	5084	+364
836	Sun Bank, Ocala	189,161,000	163,409,175	882	+46
2596	Florida National Bank, Ocala	70,579,000	58,252,000	2909	+313
3156	Flagship Bank, Okeechobee	59,208,752	50,976,674	3393	+237
	ORLANDO				
139 R	Sun Bank NA, Orlando	1,335,745,000	1,019,732,000	163	+24
953	Florida National Bank, Orlando	165,782,161	104,923,426	1450	+497
1758	Pan American Bank of Orlando NA, Orlando	98,732,795	83,486,000	1939	+181
1847	Flagship Bank of Orlando, Orlando	94,893,875	66,724,958	2519	+672
3118	Landmark Bank, Orlando	59,807,000	52,486,286	3269	+151
1548	Flagship First Nat'l Bank, Ormond Beach	110,167,000	82,804,633	1982	+414
460	First National Bank, Palm Beach	356,336,520	262,427,887	557	+97
1462	Bank of Palm Beach & Trust Co., Palm Beach	114,972,030	108,654,366	1392	
1971	Royal Trust Bank of Palm Beach NA, Palm Beach	89,660,091	63,927,301	2657	+686
1893	Palmetto Bank & Trust Co., Palmetto	93,539,307	80,302,342	2028	+135
1489	Commercial Bank, Panama City	114,095,191	116,110,899	1299	
2298	Bay Bank & Trust Co., Panama City	78,851,059	72,101,076	2310	+12
	PENSACOLA				
1027	Barnett Bank of W. Florida, Pensacola	153,753,894	138,959,985	1050	+23
1613	Sun Bank/West Florida NA, Pensacola	106,279,108	94,491,829	1678	+65
1624	Florida National Bank at Pensacola, Pensacola	104,979,000	89,110,000	1800	+176
1720	First American Bank, Pensacola	100,192,000	89,460,000	1793	+73
1851	Citizens & Peoples Nat'l Bank, Pensacola	94,788,762	83,619,057	1935	+84
3445	West Florida Bank, Pensacola	55,039,000	53,276,523	3208	
4425	First State Bank, Pensacola	44,252,000	35,277,000	5121	+696
4915	Florida International Bank, Perrine	40,113,695	34,572,175	5231	+316
4453	ComBank/Pine Castle, Pine Castle	44,029,526	31,575,000	5700	+1247
1328	Hillsboro Bank, Plant City	124,775,402	116,571,898	1291	
573	First Bankers NA, Pompano Beach	274,936,284	237,161,698	606	+33
578	Florida Coast Bank, Pompano Beach	272,145,000	224,411,000	643	+65
1300	Port Charlotte Bank & Trust Co., Port Charlotte	126,966,662	136,252,488	1069	
1581	First National Bank, Punta Gorda	108,126,000	93,435,000	1696	+115
716 s	First Marine B & T Co., Riviera Beach	222,195,337	390,704,770	402	
3562	First Ruskin Bank, Ruskin	53,290,468	47,262,107	3699	+137
1838	Barnett Bank of St. Johns Cty., St. Augustine	95,301,256	71,623,298	2327	+489
	ST. PETERSBURG				
449	Landmark Union Tr. Bk. of St. Petersburg NA, St. Petersburg	376,460,954	329,840,539	469	+20
489	Rutland Bank, St. Petersburg	337,221,379	271,130,247	540	+51
541	Sun Bank/Suncoast, St. Petersburg	292,356,278	278,312,834	531	
626	Royal Tr. Bk. of Florida NA, St. Petersburg	250,742,854	242,299,894	600	
719	Park Bank of Florida, St. Petersburg	220,126,442	92,808,000	1714	+995
1237	Florida National Bank of Pinellas Cty, St. Petersburg	132,263,000	120,216,000	1246	+9
1311	Flagship Bank of Pinellas NA, St. Petersburg	126,119,990	111,906,150	1355	+44
2621	Bank of Florida, St. Petersburg	69,899,000	66,160,610	2552	
2855	First Bankers of Tampa Bay NA, St. Petersburg	65,077,000	62,554,000	2709	
2996	Ellis National Bank of Pinellas Cty., St. Petersburg	62,104,776	44,529,357	3966	+970
3574	US Bank, St. Petersburg	53,072,105	32,138,000	5611	+2037
1884	First Gulf Bch B&T Co., St. Petersburg Bch.	93,698,000	64,472,000	2627	+743
2057	Flagship Bank of Seminole, Sanford	86,721,000	68,342,189	2465	+406
4803	Bank of the Islands Sanibel-Captiva, Sanibel	41,062,411	37,377,000	4828	+25
	SARASOTA				
470	Ellis Bank & Trust Co., Sarasota	348,033,000	300,643,837	503	+33
1265	National Bank of Sarasota, Sarasota	129,782,000	112,516,223	1347	+82
1607	Gulf Coast National Bank, Sarasota	106,724,833	96,596,378	1621	+14
1878	Pan American Bank, Sarasota	93,909,855	85,241,000	1891	+13
2000	Barnett Bank of Sarasota NA, Sarasota	88,722,000	65,815,000	2570	+570
1234	Barnett Bk of Highlands Cty., Sebring	132,465,784	122,829,517	1209	
3001	Flagship First Nat Bk of Highlands Cty., Sebring	61,964,653	55,724,486	3053	+52
4326	Guardian Bank, Seminole	45,165,652	41,489,939	4318	
3191	Sunshine State Bank, So. Miami	58,722,000	41,017,880	4374	+1183
1992	First National Bank, South Miami	88,981,079	73,023,046	2267	+275
795	First National Bank & Trust Co., Stuart	198,885,823	176,843,709	806	+11
866	Florida NB of Martin Cty., Stuart	182,559,974	144,633,271	1008	+142
3419	Sun City Center Bank, Sun City Center	55,419,000	53,983,000	3164	
1129	Barnett Bank of Tallahassee, Tallahassee	141,035,875	117,811,000	1281	+152
1387	Capital City First NB, Tallahassee	119,901,000	115,504,996	1310	
2628	Lewis State Bank, Tallahassee	69,717,212	69,043,000	2431	
4427	Florida State Bank, Tallahassee	44,247,000	40,383,000	4457	+30
	TAMPA				
164	Exchange Bank & Trust Co. of Florida NA, Tampa	1,140,809,000	585,568,000	270	+106
174	First National Bank of Florida, Tampa	1,063,930,000	912,122,000	179	+5
639	Flagship Bank, Tampa	245,199,000	219,789,000	659	+20
741	Barnett Bank of Tampa NA, Tampa	214,248,000	163,419,297	881	+140
992	Great American Bank, Tampa	159,921,724	66,300,693	2543	+1551
1057	Sun Bank/Hillsborough, Tampa	150,264,124	59,506,872	2844	+1787
1367	Landmark Bank, Tampa	121,802,790	109,634,938	1379	+12
2357	Pan American Bank of Tampa NA, Tampa	77,296,697	64,089,000	2647	+290
2450	Peoples Bank of Hillsb. Cty., Tampa	74,590,622	65,088,341	2600	+150
2516	Ellis National Bank of Central Fla., Tampa	72,886,130	36,242,433	4992	+2476
2772	Second National Bank, Tampa	66,825,204	64,414,000	2629	
3363	Central Bank, Tampa	56,323,276	50,855,181	3403	+40
4087	Independent Bank of Florida, Tampa	47,482,000	34,643,486	5220	+1133
2876	Ellis First Nat'l Bank, Tarpon Springs	64,547,864	62,408,036	2717	
4328	Ellis Springs Bank, Tarpon Springs	45,135,480	41,702,326	4298	
3261	Flagship Bank of Lake Cty., Tavares	57,708,250	48,977,000	3545	+284
3953	Flagship First Nat'l Bank, Titusville	48,604,259	40,396,209	4455	+502
4874	Florida NB of Brevard Cty., Titusville	40,508,000	28,949,441	6187	+1313
4786	First Bank of Pinellas Cty., Treasure Island	41,212,041	29,633,000	6061	+1275
3490	Umatilla State Bank, Umatilla	54,354,000	51,584,931	3331	
2099	Valparaiso Bank & Trust Co., Valparaiso	85,513,977	68,228,381	2468	+369
955	First National Bank, Venice	165,189,000	148,999,000	976	+21
3508	South Cty. Bank, Venice	54,154,738	38,491,921	4685	+1177
1837	First Bankers of Indian River Cty., Vero Beach	95,338,884	84,648,000	1905	+68
2822	Beach Bank, Vero Beach	65,531,867	58,612,742	2890	+68
3181	Florida National Bank at Vero Beach, Vero Beach	58,916,665	49,155,343	3532	+351
681	Florida NB, W. Palm Beach	230,996,000	46,894,000	3732	+3051
3022	Wauchula State Bank, Wauchula	61,561,062	62,367,984	2719	
1345	Flagship National Bk of Palm Beach Cty., West Palm Beach	123,416,242	45,145,000	3915	+2570
1818	Flagler NB of the Palm Beaches, West Palm Beach	95,897,000	66,804,000	2518	+700
3805	Mall Bank, West Palm Beach	50,349,215	39,802,536	4523	+718
301	Barnett Bk. of Cent. Fla. NA, Winter Park	589,357,000	428,059,000	369	+68
1504	ComBank/Winter Park, Winter Park	112,980,000	90,189,000	1780	+276
2453	First National Bank, Winter Park	74,471,911	54,261,803	3145	+692
1603	Flagship Bank of Pasco Cty., Zephyrhills	106,851,628	90,240,073	1779	+176
	GEORGIA				
1188	Citizens & Southern Bank, Albany	135,652,623	116,064,384	1301	+113
1425	First State Bank & Trust Co., Albany	117,194,000	97,644,000	1598	+173
3189	First National Bank, Albany	58,775,631	47,814,209	3652	+463
4131	Bank of Commerce, Americus	46,995,000	44,707,000	3952	
1776	First National Bank, Athens	97,965,000	83,360,000	1944	+168
4917	First American B & T Co., Athens	40,087,000	40,620,000	4425	
	ATLANTA				
42	Citizens & Southern National Bank, Atlanta	3,928,721,000	3,259,345,000	48	+6
66	First National Bank, Atlanta	2,786,923,000	2,267,638,000	72	+6
114	Trust Company Bank, Atlanta	1,637,230,000	1,364,148,000	124	+10
233	Bank of the South NA, Atlanta	779,691,000	794,210,000	205	
371	National Bank of Georgia, Atlanta	460,702,000	381,794,000	413	+42
629	First Georgia Bank, Atlanta	248,970,975	155,715,000	920	+291
3754	Citizens Trust Bank, Atlanta	50,796,000	43,586,000	4067	+313
441	Georgia Railroad Bank & Trust Co., Augusta	388,356,000	352,360,000	444	+3
1464	First National Bank & Trust Co., Augusta	114,932,000	99,083,000	1569	+105
1671	American National Bank, Brunswick	102,596,000	97,500,000	1603	
1805	First National Bank, Brunswick	96,305,725	91,091,652	1758	
2555	Calhoun First National Bank, Calhoun	71,865,000	56,840,000	2990	+435
3148	Bank of Canton, Canton	59,278,000	46,878,968	3734	+586
3719	Etowah Bank, Canton	51,261,453	46,115,562	3804	+85
3451	Peoples Bank, Carrollton	54,922,000	50,497,706	3427	
4994	West Georgia National Bank, Carrollton	39,513,169	33,875,274	5335	+341
3224	First National Bank, Cartersville	58,233,225	49,835,911	3477	+253
957	Peachtree Bank & Trust Co., Chamblee	165,057,890	134,428,571	1089	+132
3720	Habersham Bank, Clarkesville	51,230,923	50,625,200	3417	
4293	Bank of Clayton, Clayton	45,496,000	38,440,000	4695	+402
3003	Peoples Bank, Cleveland	61,895,586	47,696,823	3664	+661
527	Columbus Bank & Trust Co., Columbus	301,181,239	259,026,000	561	+34
643	First National Bank, Columbus	243,957,774	178,058,692	800	+157
1522	National Bank & Trust Co., Columbus	112,061,000	103,310,000	1477	
4702	Trust Co., Columbus	42,039,000	39,166,000	4597	
2582	Trust Company of Rockdale, Conyers	70,933,000	56,512,000	3009	+427
3855	Cornelia Bank, Cornelia	49,651,000	46,494,291	3761	
4856	First Bank of Habersham, Cornelia	40,661,310	38,793,396	4652	
3146	Bank of Covington, Covington	59,310,000	51,670,974	3325	+179
3207	Bank of Cumming, Cumming	58,528,000	53,711,000	3179	
4927	Forsyth Cty. Bank, Cumming	40,020,899	38,662,371	4672	
873	First National Bank, Dalton	180,648,802	124,474,679	1192	+319
2752	Hardwick Bank & Trust Co., Dalton	67,382,000	56,776,942	2995	+243
3797	Bank of Dalton, Dalton	50,411,199	34,304,789	5269	+1472
3639	First Nat'l Bank of DeKalb Cty, Decatur	52,295,000	27,727,436	6437	+2798
2971	Trust Co. Bk of Coffee Cty., Douglas	62,580,000	56,560,000	3005	+34
3544	Commercial Bank, Douglasville	53,609,000	41,196,403	4356	+812
2320	Citizens & Southern Bank, Dublin	78,322,000	69,314,000	2421	+101
3000	Farmers & Merchants Bank, Dublin	61,967,263	53,596,725	3189	+189
3986	First National Bank, Elberton	48,380,049	44,918,648	3937	

R—Revised.
s—Sold 9 branches to Florida National Bank of Palm Beach County, West Palm Beach, 12/1

GEORGIA—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
4200	Granite City Bank, Elberton	46,404,311	41,609,945	4305	+105
1820	Bank of the South, Clayton Cty., Forest Park	95,728,277	92,641,853	1721	
905	First National Bank, Gainesville	174,192,000	150,560,770	960	+55
1739	Gainesville National Bank, Gainesville	99,455,941	96,325,462	1629	
4217	Citizens Bank, Gainesville	46,283,000	39,347,901	3516	-
1490	Commercial Bank & Trust Co., Griffin	114,081,815	102,771,079	1489	
4014	First National Bank, Griffin	48,226,604	45,147,870	3914	
4330	Trust Co Bk of Clayton Cty, Jonesboro	45,105,689	34,416,811	5254	+924
4824	Bank of La Fayette, La Fayette	40,905,000	36,833,000	4915	+91
2465	Citizens & Sthn. Bank of W. Ga., La Grange	74,160,000	64,164,831	2642	+177
2019	First NB of Gwinnett Cty., Lawrenceville	87,875,000	76,782,000	2140	+121
4974	Trust Co. Bank of Gwinnett Cty., Lawrenceville	39,640,476	25,640,000	6899	+1925
2595	Georgia State Bank, Mableton	70,586,802	50,838,460	3405	+810
713	Trust Co. Bank of Middle Ga. NA, Macon	222,916,000	190,131,000	759	+46
1365	Georgia Bank & Trust Co., Macon	121,932,526	101,450,314	1521	+156
949	NBG Cobb Bank, Marietta	166,205,000	124,753,022	1189	+240
991	First National Bank of Cobb Cty., Marietta	160,378,000	169,177,000	855	
2754	Commercial Bank of Cobb Cty., Marietta	67,336,817	53,716,980	3178	+424
4436	Trust Co. Bank of Henry Cty. NA, McDonough	44,168,000	37,268,000	4851	+415
3294	Citizens & Southern Bank, Milledgeville	57,173,899	45,515,000	3870	+576
4065	National Bank of Walton Cty., Monroe	47,664,740	44,070,191	4008	
3158	Moultrie National Bank, Moultrie	59,174,000	51,269,000	3368	+210
3482	First National Bank, Newnan	54,440,914	42,039,691	4261	+779
4188	Citizens & Southern Newnan Bank, Newnan	46,490,000	40,044,000	4497	+309
3378	Gwinnett Bank & Trust Co., Norcross	55,954,791	44,802,254	3945	+567
4764	Fayette State Bank, Peachtree City	41,374,794	32,611,060	5534	+770
4986	NBG Clayton Bank, Riverdale	39,557,000	28,810,000	6212	+1226
1649	National City Bank, Rome	103,512,358	95,282,113	1658	+9
1969	First National Bank, Rome	89,807,000	83,413,000	1941	
3337	Rome Bank & Trust Co., Rome	56,684,889	53,521,084	3195	
4689	Rossville Bank, Rossville	42,202,000	39,023,000	4620	
3438	Roswell Bank, Roswell	55,100,000	49,054,034	3539	+101
472	Savannah Bank & Trust Co., Savannah	347,621,344	273,612,921	537	+65
1058	Trust Co. of Ga. Bank of Savannah NA, Savannah	150,051,000	138,209,000	1055	
2190	First Bank, Savannah	82,640,000	54,512,993	3134	+944
4663	Atlantic Bank & Trust Co., Savannah	42,420,000	28,395,000	6289	+1626
4976	Heritage Bank of Gwinnett Cty., Shellville	39,598,000	33,732,000	5361	+385
1643	Trust Co. Bank of Cobb Cty. NA, Smyrna	103,829,207	68,329,085	2466	+823
2798	Sea Island Bank, Statesboro	66,218,643	66,155,018	2553	
3234	First Bulloch Bank & Trust Co., Statesboro	58,092,334	49,915,800	3474	+240
4546	Farmers & Merchants Bank, Summerville	43,343,518	38,076,876	4742	+196
4638	Citizens & Southern Bank, Thomaston	42,616,000	41,018,707	4373	
2239	Commercial Bank, Thomasville	80,989,548	67,178,613	2502	+263
4203	Bank of Thomson, Thomson	46,390,975	41,813,420	4278	+75
4779	First National Bank, Thomson	41,245,442	38,036,323	4746	
3388	C & S Bank, Tifton	55,758,000	48,023,000	3630	+242
2644	First National Bank, Valdosta	69,509,000	60,576,000	2790	+146
3742	First State Bank & Tr. Co., Valdosta	50,998,000	48,510,000	3581	
3329	Citizens State Bank, Warner Robins	56,754,000	44,233,000	3992	+663
3621	Southern Bank, Waycross	52,586,624	58,375,425	2901	
4925	First National Bank, West Point	40,028,000	36,964,000	4894	
3864	Bank of Barrow, Winder	49,557,000	42,524,464	4206	+342

GUAM

1759	Bank of Guam, Agana	98,674,600	104,624,589	1458	

HAWAII

HONOLULU

72	Bank of Hawaii, Honolulu	2,579,918,000	2,320,603,000	71	
99	First Hawaiian Bank, Honolulu	1,933,283,000	1,732,316,000	97	
402	American Security Bank, Honolulu	423,553,000	380,777,274	414	+12
447	Central Pacific Bank, Honolulu	378,760,000	386,207,849	408	
562	City Bank, Honolulu	282,531,224	258,266,965	564	+2
753	Liberty Bank, Honolulu	210,185,884	179,365,193	793	+40
994	Hawaii National Bank, Honolulu	159,397,000	148,838,000	978	
3684	Bank of Honolulu, Honolulu	51,716,000	33,314,000	5419	+1735

IDAHO

107	Idaho First National Bank, Boise	1,738,552,000	1,582,158,000	110	+3
151	First Security Bank of Idaho NA, Boise	1,243,151,527	1,162,732,605	148	
304	First Interstate Bank of Idaho NA, Boise	580,738,126	504,986,475	311	+7
4984	Citizens National Bank of Idaho, Boise	39,566,000	36,105,000	5006	+22
2665	Treasure Valley Bank, Fruitland	69,076,999	59,401,000	2851	+186
4620	Idaho State Bank, Glenns Ferry	42,806,000	38,718,000	4665	+45
809	Valley Bank, Idaho Falls	194,854,867	159,200,644	907	+98
2464	Bank of Commerce, Idaho Falls	74,165,617	66,985,742	2509	+45
3666	First Bank & Trust, Malad City	51,939,734	48,488,000	3584	
505	Idaho Bank & Trust Co., Pocatello	328,693,000	320,467,718	480	
4935	First Bank, Troy	39,981,000	37,637,000	4804	
1500	Twin Falls Bank & Trust Co., Twin Falls	113,141,921	108,375,891	1395	
2347	First NB of North Idaho, Wallace	77,629,000	73,613,000	2242	

ILLINOIS

3080	Addison State Bank, Addison	60,347,213	55,123,642	3088	+8
3400	Citizens National Bank, Albion	55,691,766	51,227,577	3373	
2633	National Bank of Aledo, Aledo	69,642,000	66,646,000	2521	
3798	Alsip Bank & Trust, Alsip	50,405,475	34,691,000	5178	+1380
1911	First National Bank & Trust Co., Alton	92,836,207	88,877,917	1802	
2848	Alton Banking & Trust Co., Alton	65,141,757	69,472,545	2414	
4096	Bank of Alton, Alton	47,393,265	39,790,176	4525	+429
4885	Anna National Bank, Anna	40,405,000	36,077,000	5011	+126
2137	State Bank, Antioch	84,467,000	80,311,000	2027	
4325	First National Bank, Antioch	45,179,000	39,153,000	4600	+275
1111	Bank & Trust Co., Arlington Heights	142,815,400	124,399,200	1193	+82
2378	First Arlington NB, Arlington Heights	76,837,000	78,854,207	2075	
1231	Old Second National Bank, Aurora	132,825,018	123,212,000	1203	
1339	Merchants National Bank, Aurora	123,881,666	118,647,890	1263	
1944	Aurora National Bank, Aurora	91,316,818	86,510,255	1853	
816	First National Bank & Trust Co., Barrington	193,418,789	167,226,700	863	+47
4630	Batavia Bank, Batavia	42,684,438	32,898,000	5479	+849
686	First National Bank, Belleville	229,640,268	205,185,645	711	+25
1207	Belleville National Bank, Belleville	134,414,000	138,580,000	1053	
1355	Bank of Belleville, Belleville	122,543,000	104,706,000	1456	+101
3652	Bankers Trust Co., Belleville	49,687,000	47,387,000	3638	
2988	Belvidere National Bank & Trust Co., Belvidere	62,206,362	58,832,734	2991	+3
2109	First American Bank, Bensenville	85,343,000	86,737,000	1848	
1947	Bank of Benton, Benton	91,201,917	85,089,032	1895	
3760	Benton Community Bank, Benton	50,493,113	48,031,000	3627	
3647	Bank of Commerce, Berkeley	52,213,766	46,458,106	3766	+119
1374	Commercial National Bank, Berwyn	120,682,486	103,991,811	1467	+93
3583	Bloomingdale State Bank, Bloomingdale	53,000,240	45,368,299	3888	+305

BLOOMINGTON

1397	Peoples Bank, Bloomington	119,318,217	106,010,744	1432	+35
1421	Corn Belt Bank, Bloomington	117,635,695	108,143,681	1400	
1962	National Bank, Bloomington	90,125,000	77,725,457	2108	+146
2015	McLean Cty. Bank, Bloomington	87,933,993	78,721,559	2083	+68
2198	American State Bank, Bloomington	82,312,350	70,947,207	2355	+157
1168	First National Bank, Blue Island	137,564,000	128,517,056	1148	
1370	Heritage/Cty. B&T Co., Blue Island	120,974,850	125,800,000	1176	
3582	Bridgeview Bank & Trust Co., Bridgeview	53,000,518	46,366,481	3776	+194
4884	Liberty Bank, Broadview	40,418,000	41,143,000	4360	
3700	Continental Bk of Buffalo Grove NA, Buffalo Grove	51,512,000	29,686,946	6049	+2349
4911	Bank of Buffalo Grove, Buffalo Grove	40,153,396	43,866,000	4033	
4195	Farmers & Merchants State Bank, Bushnell	46,447,000	43,153,000	4123	
3997	First Bank & Trust Co., Cairo	48,316,849	36,361,254	4976	+979
4169	River Oaks Bank & Trust Co., Calumet City	46,678,000	42,771,308	4172	+3
4691	First State Bank, Calumet City	42,185,543	38,190,674	4727	+36
2438	National Bank, Canton	75,029,665	74,729,664	2201	
4879	Canton State Bank, Canton	40,444,000	37,161,000	4865	
2864	First National Bank & Trust Co., Carbondale	64,825,000	55,497,000	3063	+199
3137	Carlinville National Bank, Carlinville	59,538,000	57,051,000	2976	
4164	First National Bank, Carlyle	46,695,759	42,894,485	4151	
3791	First National Bank, Carmi	50,442,000	47,833,000	3650	
4151	White County Bank, Carmi	46,820,000	40,765,000	4408	+257
4128	Carrollton B & T Co., Carrollton	47,040,000	39,659,000	4542	+414
2135	First National Bank & Trust Co., Centralia	84,489,178	86,493,377	1855	
2186	Old National Bank, Centralia	82,837,000	71,548,642	2330	+144

CHAMPAIGN

1160	Champaign National Bank, Champaign	137,892,529	127,305,120	1162	+2
1383	First National Bank, Champaign	120,036,601	118,225,811	1271	
1897	Bank of Illinois, Champaign	93,415,370	86,127,297	1869	
3023	American National Bank, Champaign	61,540,000	52,101,000	3290	+267
3564	Commercial Bank, Champaign	53,267,000	47,425,816	3683	+119
2147	Charleston National Bank, Charleston	84,222,266	73,777,213	2237	+90
4960	Buena Vista National Bank, Chester	39,769,429	36,819,369	4917	

CHICAGO

7	Continental Illinois NB&T Co., Chicago	28,635,668,000	29,881,262,000	7	
8	First National Bank, Chicago	27,495,357,000	25,867,640,000	8	
33	Harris Trust & Savings Bank, Chicago	4,727,252,000	4,574,817,000	31	
39	Northern Trust Co., Chicago	4,100,789,000	4,318,122,000	36	
80	American Nat'l Bank & Trust Co., Chicago	2,281,719,000	2,083,569,000	79	
215	LaSalle National Bank, Chicago	861,691,000	984,149,000	169	
216	Exchange National Bank, Chicago	843,718,000	471,184,000	335	+119
315	Bank for Savings & Loan Assn., Chicago	562,904,216	389,192,000	403	+88
351	Northwest National Bank, Chicago	488,692,043	409,456,897	390	+39
366	Lake View Trust & Savings Bank, Chicago	468,524,867	429,961,515	367	+1
446	Lake Shore National Bank, Chicago	381,515,000	358,720,370	438	
463	National Boulevard Bank, Chicago	351,048,000	329,428,000	470	+7
473	Sears Bank & Trust Co., Chicago	346,970,000	358,189,000	439	
538	Chicago-Tokyo Bank, Chicago	294,382,514	280,425,883	527	
559	Bank of Ravenswood, Chicago	284,726,263	243,711,133	594	+35
625	Pioneer Bank & Trust Co., Chicago	250,824,000	266,970,135	549	
731	Marquette National Bank, Chicago	217,125,876	197,169,164	748	+17
782	Colonial Bank & Trust Co., Chicago	201,326,487	165,622,573	870	+88
787	Mid-City National Bank, Chicago	200,606,364	178,310,461	799	+12
793	Commercial National Bank, Chicago	199,475,772	175,062,133	814	+21
819	Amalgamated Trust & Savings Bank, Chicago	192,877,000	185,332,000	776	
846	Drovers Bank of Chicago, Chicago	186,059,071	186,260,000	773	
862	Heritage/Pullman B&T Co., Chicago	183,485,877	184,872,884	777	
882	Ford City Bank & Trust Co., Chicago	178,831,000	172,956,000	828	-
930	North Shore National Bank, Chicago	168,624,766	154,526,019	931	+1
939	Merchandise National Bank, Chicago	167,384,492	145,543,566	1000	+61
974	Lincoln National Bank, Chicago	163,144,104	149,432,273	972	
989	Manufacturers Bank, Chicago	160,770,000	144,952,000	1005	+16
1016	Northern Trust Bank/O'Hare NA, Chicago	155,270,386	129,932,429	1132	+116
1037	Beverly Bank, Chicago	152,786,755	147,524,245	987	
1074	South Chicago Savings Bank, Chicago	148,728,000	132,179,220	1111	+37
1075	Michigan Avenue National Bank, Chicago	148,484,000	134,568,875	1087	+12
1127	Chicago City Bank & Trust Co., Chicago	141,185,958	134,307,079	1091	
1138	National Security Bank, Chicago	139,966,378	146,481,567	994	
1150	Columbia National Bank, Chicago	139,148,000	101,123,000	1527	+377
1227	Jefferson State Bank, Chicago	133,007,391	114,012,000	1331	+104
1271	Devon Bank, Chicago	129,568,302	128,206,250	1152	
1273	Banco Di Roma (Chicago), Chicago	129,510,508	120,100,256	1249	
1291	Albany Bank & Trust Co. NA, Chicago	127,619,000	116,939,871	1286	
1455	Aetna Bank, Chicago	115,093,250	104,751,000	1453	
1472	Hyde Park Bank & Trust Co., Chicago	114,664,690	111,269,139	1361	
1553	Uptown National Bank, Chicago	109,799,949	95,399,728	1654	+101
1691	Capitol Bank & Trust, Chicago	101,776,000	89,400,000	1795	+104
1705	Chicago Bank of Commerce, Chicago	101,039,000	83,034,000	1950	+245
1710	Drexel National Bank, Chicago	100,764,454	100,868,235	1535	
1821	Madison Bank & Trust Co., Chicago	95,701,000	84,796,000	1902	+81
2176	Mount Greenwood Bank, Chicago	83,205,665	76,067,902	2155	
2273	Park National Bank, Chicago	79,820,000	68,943,368	2435	+162
2317	Marina Bank, Chicago	78,331,000	77,442,306	2120	
2345	Main Bank, Chicago	77,714,079	74,817,476	2198	
2362	South Shore Bank, Chicago	77,139,000	72,904,542	2270	
2365	Peterson Bank, Chicago	77,104,347	69,575,408	2409	+44
2427	First State Bank, Chicago	75,330,534	63,113,621	2684	+257
2551	Seaway National Bank, Chicago	72,025,732	60,589,000	2768	+237
2620	Independence Bank, Chicago	69,909,000	73,578,000	2244	
2668	First Commercial Bank, Chicago	68,954,000	72,509,255	2287	
2724	Belmont National Bank, Chicago	67,838,846	65,311,000	2591	
2770	Clearing Bank, Chicago	66,863,542	61,925,695	2733	
3130	Bank of Commerce & Industry, Chicago	59,627,000	55,140,000	3087	
3185	Republic Bank, Chicago	58,876,000	50,057,000	3461	+276
3239	East Side Bank & Trust Co., Chicago	58,019,000	51,426,000	3350	+111
3665	Austin Bank of Chicago, Chicago	51,941,000	50,064,000	3460	
3681	Metropolitan Bank & Trust Co., Chicago	51,768,739	44,720,000	3951	+270
3820	Garfield Ridge Trust & Svgs Bank, Chicago	50,207,000	45,793,046	3833	+13
3853	Gladstone-Norwood Tr & Svgs. Bk, Chicago	49,678,000	44,379,000	3981	+128
3947	Cosmopolitan National Bank, Chicago	48,647,642	48,556,749	3578	
3993	Steel City National Bank, Chicago	48,330,000	50,797,000	3410	
4600	Lakeside Bank, Chicago	42,951,038	38,770,979	4657	+57
4837	District National Bank, Chicago	40,766,291	36,417,000	4966	+129
4862	National Republic Bank, Chicago	40,602,000	57,656,487	2953	
2179	First National Bank, Chicago Heights	83,175,306	79,200,000	2068	
4003	Heritage/Olympia Bank, Chicago Heights	48,291,524	47,414,841	3684	
4237	Chicago Heights National Bank, Chicago Heights	46,059,332	39,396,584	4570	+333
767	First National Bank, Cicero	205,680,000	162,171,000	800	+123
1170	Western National Bank, Cicero	137,421,471	124,714,059	1190	+20
3314	Bank of Clarendon Hills, Clarendon Hills	56,924,000	49,918,008	3473	+159
4588	John Warner Bank, Clinton	43,048,000	37,760,000	4791	+203
2138	First National Bank, Collinsville	84,430,000	73,996,000	2230	+92
4114	State Bank, Collinsville	47,204,328	43,933,000	4027	
4547	Monroe National Bank, Columbia	43,342,189	41,278,000	4344	
4645	First National Bank, Columbia	42,538,051	39,028,000	4619	

ILLINOIS—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
3480	Edgewood Bank, Countryside	54,446,000	46,667,650	3750	+270
4461	Heritage Bank & Trust, Crest Hill	43,981,789	46,207,000	3795	
3086	Home State Bank, Crystal Lake	60,279,000	54,469,000	3136	+50
4877	First National Bank, Crystal Lake	40,469,000	40,935,000	4388	
1181	Palmer-American National Bank, Danville	136,275,000	131,852,000	1115	
1314	Second National Bank, Danville	125,795,000	125,740,000	1177	
1357	First National Bank, Danville	122,413,211	116,922,571	1287	
3959	West Suburban Bank of Darien, Darien	48,580,774	44,260,930	3989	+30
2241	De Kalb Bank, De Kalb	80,961,000	76,611,000	2145	
2709	First National Bank, De-Kalb	68,112,000	68,901,419	2439	
	DECATUR				
792	Millikin National Bank, Decatur	199,761,865	198,040,232	742	
859	Citizens National Bank, Decatur	183,716,000	178,429,670	798	
950	First National Bank, Decatur	166,081,744	163,454,265	880	
2957	Northtown Bank, Decatur	62,872,680	55,046,194	3095	+138
3288	Soy Capital Bank & Trust Co., Decatur	57,302,975	51,562,422	3334	+46
3977	First National Bank, Deerfield	48,449,000	40,398,000	4453	+476
4205	Deerfield State Bank, Deerfield	46,381,609	39,091,894	4609	+404
611	First National Bank, Des Plaines	257,713,000	231,104,000	624	+13
2681	Des Plaines National Bank, Des Plaines	68,754,658	59,850,263	2821	+140
1674	Dixon National Bank, Dixon	102,462,000	88,499,000	1812	+138
4505	City Bank & Trust Co., Dixon	43,646,000	41,901,524	4270	
3272	First National Bank, Dolton	57,525,497	53,802,696	3172	
1630	Downers Grove National Bank, Downers Grove	104,548,000	96,350,494	1627	
1994	Citizens National Bank, Downers Grove	88,925,594	100,949,137	1530	
3880	Du Quoin State Bank, Du Quoin	49,432,951	43,252,261	4112	+232
4361	Du Quoin National Bank, Du Quoin	44,796,600	36,678,197	4934	+573
3868	Illinois State Bank, East Alton	49,538,000	47,282,000	3696	
2496	State Bank, East Moline	73,576,786	73,956,926	2231	
2751	First National Bank, East Peoria	67,393,000	66,867,000	2517	
2491	MidAmerica B & T Co., East St. Louis	73,633,032	68,527,159	2455	
4018	First Illinois Bank, East St. Louis	48,212,051	48,347,629	3597	
1928	Bank of Edwardsville, Edwardsville	92,068,000	81,407,000	1996	+68
3125	Edwardsville National Bank & Trust Co., Edwardsville	59,718,000	56,027,000	3035	
2083	Effingham State Bank, Effingham	86,043,390	89,788,073	1784	
2474	First National Bank, Effingham	73,978,823	68,890,559	2440	
4105	C.P. Burnett & Sons, Bankers, Eldorado	47,299,714	44,109,246	4001	
921	First National Bank, Elgin	171,763,000	161,808,912	894	
4686	Union National Bank & Trust Co., Elgin	42,235,000	43,840,000	4038	
1140	Bank of Elk Grove, Elk Grove Village	139,735,000	134,734,000	1084	
640	Elmhurst National Bank, Elmhurst	244,406,500	232,640,762	617	
2223	York State Bank & Trust Co., Elmhurst	81,381,761	74,000,378	2229	+6
3322	Bank of Elmhurst, Elmhurst	56,852,000	51,641,250	3329	+7
1475	Midwest Bank & Trust Co., Elmwood Park	114,422,795	100,120,062	1552	+77
1539	First Security T&S Bank, Elmwood Park	111,017,000	95,806,758	1642	+103
499	First National Bank & Trust Co., Evanston	332,679,426	291,407,007	511	+12
551	State National Bank, Evanston	288,114,000	252,688,000	576	+25
450	First National Bank, Evergreen Park	371,906,489	313,481,954	484	+34
1293	Heritage Standard Bank & Trust Co., Evergreen Park	127,578,404	120,272,000	1244	
3557	Evergreen Plaza Bank, Evergreen Park	53,245,000	50,392,000	3436	
2332	Fairfield National Bank, Fairfield	78,027,180	73,696,248	2240	
3232	Wayne Cty. Bank & Trust Co., Fairfield	58,135,000	51,455,000	3347	+115
4852	Southern Illinois Bank, Fairview Heights	40,685,000	34,082,000	5302	+450
3975	First National Bank, Flora	48,465,000	45,208,000	3906	
3740	Forest Park National Bank, Forest Park	51,009,000	46,359,000	3777	+37
1894	Franklin Park Bank, Franklin Park	93,430,722	86,443,922	1860	
3865	First State B & T Co., Franklin Park	49,547,389	43,973,498	4022	+157
1560	State Bank of Freeport, Freeport	109,517,000	115,488,345	1312	
1612	First National Bank, Freeport	106,366,619	100,086,000	1554	
1461	First Galesburg National B & T Co., Galesburg	114,981,235	106,844,427	1410	
4035	Bank of Galesburg, Galesburg	47,946,000	47,529,000	3677	
4047	Farmers & Mechanics Bank, Galesburg	47,826,178	43,968,081	4025	
1888	Farmers National Bank, Geneseo	93,616,000	87,578,911	1828	
3600	Central Trust & Savings Bank, Geneseo	52,845,270	45,720,769	3844	+244
2627	First National Bank, Geneva	69,783,000	64,080,000	2649	+22
1941	Du Page Bank & Trust Co., Glen Ellyn	91,429,000	91,966,000	1739	
4697	Center Bank-Glen Ellyn, Glen Ellyn	42,122,004	37,115,000	4877	+180
2510	Glencoe National Bank, Glencoe	73,035,000	62,858,600	2695	+185
534	Glenview State Bank, Glenview	298,617,000	328,558,000	471	
3461	Heritage Glenwood Bank, Glenwood	54,797,000	50,197,000	3451	
1590	First Granite City National Bank, Granite City	107,811,256	102,709,518	1491	
2713	Granite City Trust & Savings Bank, Granite City	68,050,000	63,133,731	2683	
3874	Grayslake National Bank, Grayslake	49,472,000	45,516,000	3869	
3554	Bradford National Bank, Greenville	53,411,105	51,268,000	3369	
3150	First National Bank, Harrisburg	59,261,000	51,812,000	3309	+159
3645	Harrisburg National Bank, Harrisburg	52,255,000	49,600,000	3497	
1731	First National Bank, Harvey	99,727,246	88,878,110	1801	+70
1454	Parkway Bk & Tr Co., Harwood Heights	115,166,010	102,787,895	1488	+34
3995	Havana National Bank, Havana	48,321,754	45,717,317	3847	
3264	Bank of Herrin, Herrin	57,662,736	51,799,991	3311	+47
2851	Bank of Hickory Hills, Hickory Hills	65,118,000	78,280,000	2093	
2394	First National Bank, Highland	76,239,135	71,023,515	2350	
2617	Farmers & Merchants Bank, Highland	70,035,000	71,646,617	2325	
644	First National Bank, Highland Park	243,361,882	224,058,323	644	
2590	Bank of Highland Park, Highland Park	70,682,000	59,173,000	2865	+275
3004	Hillsboro National Bank, Hillsboro	61,888,000	55,170,000	3085	+81
4210	Montgomery Cty. NB, Hillsboro	46,331,334	45,521,000	3867	
1360	First National Bank, Hinsdale	122,230,000	114,196,516	1328	
4718	Bank of Hinsdale, Hinsdale	41,865,702	34,762,000	5201	+483
2519	Bank of Homewood, Homewood	72,809,398	64,718,000	2612	+93
2535	Itasca Bank & Trust Co., Itasca	72,472,270	70,076,570	2389	
1484	Elliott State Bank, Jacksonville	114,235,000	109,067,469	1386	
2392	Farmers State B&T Co., Jacksonville	76,325,058	69,883,986	2400	+8
2791	State Bank, Jerseyville	66,462,774	58,758,240	2884	+93
874	First National Bank, Joliet	180,579,000	152,049,000	946	+72
1004	Union National Bank & Trust Co., Joliet	157,881,000	141,045,231	1034	+30
2199	Louis Joliet Bank & Trust Co., Joliet	82,296,187	75,523,375	2170	
2319	National Bank of Joliet, Joliet	78,329,000	76,847,000	2138	
1395	First Trust & Savings Bank, Kankakee	119,361,010	110,880,007	1364	
1525	City National Bank, Kankakee	111,882,617	104,730,470	1455	
3433	First Bank of Meadowview, Kankakee	55,180,000	56,256,346	3022	
2611	Peoples National Bank, Kewanee	70,241,843	62,899,660	2691	+80
1125	La Grange Bank & Trust Co., La Grange	141,464,255	121,343,767	1228	+103
2283	First National Bank, La Grange	79,439,438	72,167,456	2306	+23
2986	Bank of La Grange Park, La Grange Park	62,245,000	52,495,000	3266	+260
3578	La Salle National Bank, La Salle	53,028,782	48,959,450	3546	
4749	La Salle State Bank, La Salle	41,507,000	40,160,000	4485	
733	First National Bank, Lake Forest	216,757,000	199,548,563	733	
4501	Mid-West National Bank, Lake Forest	43,664,000	40,918,383	4389	
3747	State Bank, Lake Zurich	50,953,000	45,862,000	3826	+79
2505	First National Bank, Lansing	73,139,000	70,611,000	2364	
2683	Bank of Lansing, Lansing	68,710,764	62,692,465	2704	+21
4253	Peoples National Bank, Lawrenceville	45,912,000	41,810,000	4280	+27
1598	First National Bank, Libertyville	107,056,647	96,801,585	1620	+22
3062	Libertyville National Bank, Libertyville	60,749,000	56,993,000	2980	
3416	First National Bank, Lincoln	55,447,945	48,212,360	3809	+193
3619	State Bank, Lincoln	52,628,000	44,117,823	3999	+380
1408	Bank of Lincolnwood, Lincolnwood	118,559,596	101,753,437	1517	+109
1621	First National Bank, Lincolnwood	105,343,899	97,679,790	1566	
3848	Bank of Lisle, Lisle	49,770,752	44,584,579	3961	+113
4864	Litchfield National Bank, Litchfield	40,584,000	39,300,000	4581	
3031	Heritage First National Bank, Lockport	61,378,268	61,083,670	2768	
1499	West Suburban Bank, Lombard	113,187,000	102,099,000	1507	+8
3276	State Bank, Lombard	57,470,000	53,122,000	3220	
4380	Bank of Yorktown, Lombard	14,633,615	36,760,383	4922	+542
2802	United Bank of Loves Park, Loves Park	66,106,103	61,103,317	2766	
4662	Bank of Lyons, Lyons	42,424,588	39,203,077	4593	
3186	Citizens National Bank, Macomb	58,859,000	54,787,860	3114	
3457	Union National Bank, Macomb	54,858,445	49,030,651	3542	+85
3286	Bank of Marion, Marion	57,330,934	54,806,255	3110	
4489	Bank of Egypt, Marion	43,754,645	38,107,760	4737	+248
3260	Matteson-Richton Bank, Matteson	57,712,000	51,866,000	3305	+45
1890	First National Bank, Mattoon	93,579,000	91,189,275	1757	
2762	Central National Bank, Mattoon	67,117,000	59,638,000	2833	+71
3723	Maywood-Proviso State Bank, Maywood	51,205,078	41,420,184	4324	+601
1119	McHenry State Bank, McHenry	142,318,000	130,401,000	1127	+8
4721	Peoples National Bank, McLeansboro	41,821,000	36,710,000	4929	+208
1465	Melrose Park Nat'l Bk, Melrose Park	114,900,000	109,594,671	1381	
3157	National Bank, Mendota	59,191,460	53,334,572	3203	+46
3410	First State Bank, Mendota	55,547,377	49,603,385	3496	+86
4492	City National Bank, Metropolis	43,739,000	41,261,000	4345	
4056	Midlothian State Bank, Midlothian	47,715,000	45,967,461	3815	
3992	Blackhawk State Bank, Milan	48,331,490	41,586,788	4310	+318
1336	First National Bank, Moline	124,053,000	121,559,000	1226	
1343	Moline National Bank, Moline	123,542,000	115,617,000	1308	
4037	Southeast National Bank, Moline	47,925,511	41,850,127	4274	+237
4231	National Bank, Monmouth	46,119,640	44,921,169	3936	
4463	Monmouth Trust & Savings Bank, Monmouth	43,969,000	39,349,463	4575	+112
3765	National Bank, Monticello	50,667,000	46,367,530	3775	+10
2467	First National Bank, Morris	74,139,517	65,593,443	2579	+112
3521	Grundy Cty. National Bank, Morris	53,979,000	54,601,386	3127	
3250	Smith Trust & Savings Bank, Morrison	57,869,000	50,579,000	3419	+169
3486	First National Bank, Morton	54,419,755	49,099,000	3534	+48
1537	First National Bank, Morton Grove	111,177,000	100,276,450	1549	+12
4955	Morton Grove Bank, Morton Grove	39,813,268	29,460,254	6101	+1146
1788	Security Bank & Trust Co., Mt. Carmel	96,946,037	95,800,000	1643	
3951	Bank of Mt. Carmel, Mt. Carmel	48,609,499	46,712,921	3746	
567	Mt. Prospect State Bank, Mt. Prospect	276,582,250	249,369,137	584	+17
1137	First National Bank, Mt. Prospect	140,202,310	124,938,978	1185	+48
4337	Countryside Bank, Mt. Prospect	45,042,000	40,896,400	4394	+57
1696	Security Bank & Trust Co., Mt. Vernon	101,413,720	92,683,093	1718	+22
3212	First Bank & Trust Co., Mt. Vernon	58,375,000	53,245,000	3212	
4762	First National Bank, Mundelein	41,390,000	38,553,000	4679	
3485	City National Bank, Murphysboro	54,425,048	50,686,000	3414	
1378	Bank of Naperville, Naperville	120,494,489	102,904,085	1486	+108
1834	Naperville NB&T Co., Naperville	95,455,600	100,549,000	1542	
3279	New Lenox State Bank, New Lenox	57,399,610	47,490,000	3681	+402
2924	Peoples State Bank, Newton	63,521,241	57,035,000	2977	+53
4123	First National Bank, Newton	47,072,000	44,833,000	3941	
1719	First National Bank, Niles	100,235,481	107,844,219	1401	
3303	Golf Mill State Bank, Niles	57,051,000	52,263,000	3281	
3446	First National Bank, Normal	55,030,000	56,890,000	2988	
1280	Northbrook Trust & Savings Bank, Northbrook	128,706,313	109,477,215	1383	+103
3511	First National Bank, Northbrook	54,058,112	49,386,423	3511	
4157	Bank of Northfield, Northfield	46,780,206	38,174,278	4729	+572
1974	Oak Brook Bank, Oak Brook	89,354,000	86,681,000	1851	
4611	Interstate Bank, Oak Forest	42,878,792	34,419,158	5251	+640
1327	First National Bank, Oak Lawn	124,880,356	130,084,059	1131	
2330	Oak Lawn Tr & Savings Bank, Oak Lawn	78,076,000	70,555,809	2367	+37
593	Oak Park Trust & Savings Bank, Oak Park	266,869,082	239,947,133	602	+9
1390	Avenue Bank & Trust Co., Oak Park	119,600,000	103,449,268	1473	+83
2276	Suburban Trust & Savings Bank, Oak Park	79,773,000	71,365,000	2338	+62
2389	First Bank, Oak Park	76,479,000	62,877,000	2694	+305
3909	First National Bank, Oblong	49,028,753	43,344,000	4101	+192
3213	Bank of O'Fallon, O'Fallon	58,361,000	50,875,000	3402	+189
4639	First Bank & Trust Co., O'Fallon	42,569,000	42,870,000	4156	
2927	First National Bank, Olney	63,474,740	57,276,790	2965	+38
3724	Olney Trust & Banking Co., Olney	51,190,901	50,495,561	3428	
2097	Orland State Bank, Orland Park	85,568,000	70,511,000	2372	+275
2145	First National Bank, Ottawa	84,238,000	76,284,000	2153	+8
4038	Palatine National Bank, Palatine	47,898,373	43,830,000	4041	+3
1842	Palos Bank & Trust Co., Palos Heights	95,214,347	75,981,000	2158	+316
2514	Citizens National Bank, Paris	72,972,942	66,257,865	2544	+30
3208	Bank of Park Forest, Park Forest	58,490,752	57,647,979	2954	
459	Citizens Bank & Trust Co., Park Ridge	356,552,247	345,019,501	451	
2624	First State Bank & Trust Co., Park Ridge	69,851,000	62,129,000	2727	+103
1926	Herget National Bank, Pekin	92,103,502	90,430,386	1773	
3739	First National Bank & Trust Co., Pekin	51,034,161	51,222,390	3374	
	PEORIA				
552	Commercial National Bank, Peoria	287,969,000	331,662,335	465	
1094	Jefferson Trust & Savings Bank, Peoria	145,692,679	170,766,319	841	
1295	First National Bank, Peoria	127,488,673	132,541,179	1106	
3061	South Side Trust & Savings Bank, Peoria	60,779,424	57,131,822	2972	
3262	Sheridan Bank, Peoria	57,705,760	51,417,037	3353	+91
3918	Prospect National Bank, Peoria	48,914,739	45,833,892	3829	
4562	University National Bank, Peoria	43,254,836	43,374,255	4098	
4095	National Bank, Petersburg	47,394,000	44,092,000	4004	
3393	First National Bank, Pittsfield	55,734,000	47,990,000	3695	+242
3794	Farmers State Bank, Pittsfield	50,420,753	45,922,933	3820	+26
4121	Plainfield National Bank, Plainfield	47,102,000	42,235,000	4243	+122
3459	Bank of Pontiac, Pontiac	54,815,666	49,267,586	3525	+66
3818	Pontiac National Bank, Pontiac	50,211,453	46,116,683	3802	
1216	Citizens First National Bank, Princeton	133,709,000	120,503,000	1239	+23
3007	First State Bank, Princeton	61,841,000	59,342,416	2855	
1541	Mercantile Trust & Savings Bank, Quincy	110,953,595	98,091,192	1588	+47
1796	Illinois State Bank, Quincy	96,643,920	86,337,005	1865	+69
3008	First National Bank & Trust Co., Quincy	61,826,000	54,016,000	3162	+154
4318	State Street Bank & Trust Co., Quincy	45,234,000	40,548,573	4439	+121
1198	River Forest State Bank & Trust Co., River Forest	135,084,858	112,831,000	1340	+142
2251	Riverdale Bank, Riverdale	80,477,000	78,867,000	2074	
3346	Riverside National Bank, Riverside	56,577,366	51,168,378	3376	+30
3283	Crawford Cty. State Bank, Robinson	57,367,198	49,958,687	3489	+186
3636	First National Bank, Robinson	52,356,000	47,180,061	3707	+71
3396	First National Bank & Trust Co., Rochelle	55,726,000	54,867,000	3107	

ILLINOIS—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
759	First NB of the Quad Cities, Rock Island	206,574,925	173,143,000	827	+68
1578	Rock Island Bank, Rock Island	108,365,000	102,961,000	1484	
4319	American Bank, Rock Island	45,229,000	37,136,000	4870	+551
	ROCKFORD				
590	American Nat'l Bank & Trust Co., Rockford	267,663,495	267,633,530	548	
666	First Nat'l Bank & Trust Co., Rockford	234,839,201	220,813,982	654	
751	Illinois National B&T Co., Rockford	211,292,289	205,941,723	706	
1386	United Bank of Illinois NA, Rockford	119,938,000	106,568,891	1418	+32
1492	City Nat'l Bank, Rockford	113,936,000	100,457,000	1545	+53
1194	Roselle State Bank & Trust Co., Roselle	135,170,389	111,612,776	1356	+162
834	South Holland Trust & Savings Bank, S. Holland	189,563,595	157,702,708	914	+80
2982	State Bank, St. Charles	62,403,000	54,597,397	3128	+146
2871	Salem National Bank, Salem	64,668,011	67,398,360	2492	
3822	Sandwich State Bank, Sandwich	50,146,171	41,802,417	4282	+460
2229	Woodfield Bank, Schaumburg	81,215,000	72,161,109	2307	+78
4403	First Bank of Schaumburg, Schaumburg	44,468,000	43,854,000	4034	
3442	Bank of Silvis, Silvis	55,072,189	51,555,581	3335	
601	First National Bank, Skokie	262,271,001	236,253,016	610	+9
1592	Skokie Trust & Savings Bank, Skokie	107,745,808	91,226,581	1755	+163
2061	Old Orchard Bank & Trust Co., Skokie	86,589,354	88,857,000	1803	
3810	American NB, South Chicago Heights	50,298,093	51,904,000	3301	
3858	Spring Valley City Bank, Spring Valley	49,591,000	45,373,000	3886	+28
	SPRINGFIELD				
388	Springfield Marine Bank, Springfield	442,402,000	451,207,532	349	
589	First National Bank, Springfield	268,201,478	276,943,045	533	
675	Illinois National Bank, Springfield	231,976,007	216,724,118	667	
2696	Capitol Bank & Trust Co., Springfield	68,421,000	66,622,000	2523	
2881	Land of Lincoln Bank, Springfield	64,473,989	68,692,204	2448	
4300	Town & Country Bank, Springfield	45,445,000	46,503,000	3760	
4609	First National Bank, Staunton	42,884,000	39,420,000	4565	
3263	First National Bank, Steeleville	57,699,383	51,435,486	3349	+86
1616	Central National Bank, Sterling	105,871,946	95,818,323	1641	+25
2640	First National Bank, Sterling	65,255,000	62,782,021	2700	
4192	Stillman Valley National Bank, Stillman Valley	46,463,635	40,010,094	4498	+306
2425	Streator National Bank, Streator	75,346,000	79,231,000	2067	
2533	Union National Bank, Streator	72,534,000	64,083,000	2648	+115
4405	Argo State Bank, Summit	44,448,741	42,258,770	4241	
2105	National Bank & Trust Co., Sycamore	85,470,940	80,870,970	2012	
1793	First Trust & Savings Bank, Taylorville	96,817,319	86,086,423	1871	+78
2007	Bremen Bank & Trust Co., Tinley Park	88,361,720	82,108,847	1983	
4360	Tuscola National Bank, Tuscola	44,799,436	42,479,363	4214	
1106	Busey First National Bank, Urbana	143,621,112	127,701,740	1157	+51
3447	Champaign Cty. Bank & Trust Co., Urbana	54,987,559	50,450,739	3433	
3759	First National Bank, Vandalia	50,711,000	47,209,000	3701	
3599	Villa Park Trust & Savings Bank, Villa Park	52,854,273	42,675,000	4187	+588
3776	First Trust & Savings Bank, Watseka	50,533,000	43,280,000	4108	+332
4999	Wauconda National Bank & Trust Co., Wauconda	39,449,402	42,101,000	4255	
1713	Citizens National Bank, Waukegan	100,599,000	91,722,688	1742	+29
1775	Bank of Waukegan, Waukegan	98,005,117	83,125,000	1948	+173
2447	American Nat'l Bk & Tr Co., Waukegan	74,826,000	83,196,000	1947	
3163	First National Bank, Waukegan	59,135,000	54,737,000	3121	
4508	First National Bank, Wayne City	43,631,646	38,064,589	4745	+237
3615	Bank of West Frankfort, West Frankfort	52,656,000	48,453,000	3588	
4429	First Community Bank, West Frankfort	44,246,000	38,962,000	4628	+199
3284	First National Bank, Western Springs	57,350,461	53,323,474	3205	
2844	Bank of Westmont, Westmont	65,225,345	59,262,459	2861	+17
764	Gary-Wheaton Bank, Wheaton	205,795,598	172,381,000	833	+69
2003	Bank of Wheaton, Wheaton	88,614,783	79,743,582	2051	+48
1683	Wheeling Trust & Savings Bank, Wheeling	102,148,985	123,627,345	1199	
943	Wilmette Bank, Wilmette	166,856,386	140,135,590	1043	+100
2043	First National Bank, Winnetka	87,148,146	80,935,606	2010	
3991	Winnetka Bank, Winnetka	48,346,000	48,558,000	3577	
2649	First National Bank, Wood River	69,339,000	65,852,000	2566	
4542	Heritage Bank, Woodridge	43,363,000	35,879,000	5043	+501
2812	First National Bank, Woodstock	65,797,000	62,102,000	2729	
3108	State Bank, Woodstock	59,962,000	57,221,000	2966	
2132	Worth Bank & Trust, Worth	84,597,159	85,728,000	1879	
4529	Yorkville National Bank, Yorkville	43,468,633	41,930,805	4267	
3785	Bank of Zeigler, Zeigler	50,465,740	47,272,547	3697	
1859	Zion State Bank & Trust Co., Zion	94,412,624	88,569,693	1811	

INDIANA

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
933	Anderson Banking Co., Anderson	168,244,282	168,906,639	857	
1824	Citizens Banking Co., Anderson	95,635,000	94,121,000	1684	
2292	First NB of Madison Cty. Anderson	79,040,000	68,209,000	2469	+177
3793	Auburn State Bank, Auburn	50,427,000	43,585,213	4068	+275
4808	First National Bank, Aurora	41,032,000	36,846,000	4911	+103
2920	First Bank & Trust Co., Batesville	63,571,907	58,557,973	2893	
1966	Bedford National Bank, Bedford	89,898,000	84,163,000	1916	
2084	Citizens National Bank, Bedford	86,030,154	79,276,801	2066	
2369	First Bank, Berne	77,014,705	68,570,275	2453	+84
2992	Bloomfield State Bank, Bloomfield	62,166,918	58,607,585	2891	
1008	First National Bank, Bloomington	156,819,981	142,566,821	1017	+9
2153	Monroe Cty. State Bank, Bloomington	83,927,428	79,945,133	2042	
2676	Old-First National Bank, Bluffton	68,851,000	64,665,000	2618	
3082	Farmers & Merchants Bank, Bluffton	60,334,000	54,377,000	3140	+58
3134	Warrick National Bank, Boonville	59,572,000	61,776,760	2739	
4291	Peoples Trust & Savings Bank, Boonville	45,505,299	40,779,431	4406	+115
2025	Riddell National Bank, Brazil	87,652,312	85,384,930	1887	
2489	First Bk. & Tr. Co. of Clay Cty., Brazil	73,659,476	68,099,000	2473	
4221	Bremen State Bank, Bremen	46,226,971	42,724,756	4180	
4608	Franklin Cty. National Bank, Brookville	42,891,167	39,908,243	4507	
4481	Hendricks Cty. B&T Co., Brownsburg	43,795,443	45,024,435	3927	
1702	Union State Bank, Carmel	101,168,964	94,242,290	1682	
2645	Fidelity Bank of Ind., Carmel	69,424,000	42,050,000	4258	+1613
4471	First Bank, Charlestown	43,906,000	38,762,189	4659	+188
2522	Chesterton State Bank, Chesterton	72,776,467	65,054,000	2604	+82
4557	Churubusco State Bank, Churubusco	43,277,219	40,601,625	4430	
2764	Citizens National Bank, Columbia City	67,080,296	68,940,677	2436	
4515	Farmers Loan & Trust Co., Columbia City	43,591,302	35,961,085	5027	+512
796	Irwin Union Bank & Trust Co., Columbus	198,803,000	197,248,926	747	
2998	First National Bank, Columbus	62,019,000	53,022,833	3230	+232
3310	Fayette Bank & Trust Co., Connersville	56,968,581	51,411,439	3355	+45
4168	Central State Bank, Connersville	46,678,566	44,001,404	4017	
4190	First-Farmers National Bank, Converse	46,482,883	44,854,000	3939	
1754	Old Capital Bank & Trust Co., Corydon	98,827,398	90,784,413	1769	+15
4225	Corydon State Bank, Corydon	46,159,435	44,197,269	3995	
3669	Fountain Trust Co., Covington	51,876,000	47,390,000	4229	+560
1600	Elston Bank & Trust Co., Crawfordsville	106,969,000	97,103,371	1610	+10
1826	First NB&T Co., Crawfordsville	95,575,888	86,455,999	1858	+32
2941	Commercial Bank, Crown Point	63,225,000	60,918,000	2775	
1361	State Exchange Bank, Culver	122,147,000	128,233,189	1151	
4801	Dale State Bank, Dale	41,079,000	36,622,000	4937	+136
4550	Danville State Bank, Danville	43,330,091	48,032,756	3626	
1724	First State Bank, Decatur	99,895,000	96,345,000	1628	
3713	Union Bank & Trust Co., Delphi	51,341,000	49,700,000	3488	
984	First National Bank, East Chicago	161,834,587	150,786,544	955	
410	First National Bank, Elkhart	415,603,208	334,853,335	464	+54
428	Midwest Commerce Banking Co., Elkhart	405,172,701	286,984,754	515	+87
347	Old National Bank, Evansville	490,865,559	452,484,154	347	
354	Citizens National Bank, Evansville	484,257,000	412,943,762	380	+26
761	National City Bank, Evansville	206,071,558	212,499,000	681	
	FORT WAYNE				
326	Lincoln National B & T Co., Fort Wayne	533,720,979	529,386,427	296	
360	Fort Wayne National Bank, Fort Wayne	477,542,097	473,806,867	332	
479	Indiana Bank & Trust Co., Fort Wayne	341,138,000	288,775,000	514	+35
537	Peoples Trust Bank, Fort Wayne	295,265,062	303,333,883	498	
1006	Anthony Wayne Bank, Fort Wayne	157,329,294	140,946,417	1036	+30
4434	Fowler State Bank, Fowler	44,189,302	42,780,806	4168	
1442	Farmers Bank, Frankfort	115,845,008	109,869,234	1377	
1951	Clinton Cty. Bk. & Tr. Co., Frankfort	90,978,968	84,750,068	1904	
1595	Franklin Bank & Trust Co., Franklin	107,468,298	93,226,103	1701	+106
2460	Union Bank & Trust Co., Franklin	74,240,000	79,146,580	2069	
4008	First National Bank, Fremont	48,273,000	47,922,000	3640	
2808	Springs Valley Bank & Trust Co., French Lick	65,934,577	54,769,815	3117	+309
318	Gainer Bank NA, Gary	553,507,373	504,853,341	312	
600	Bank of Indiana NA, Gary	262,438,000	280,412,689	528	
985	Salem Bank & Trust Co., Goshen	161,712,000	149,713,949	969	
2928	Central National Bank, Greencastle	63,458,011	60,206,466	2806	
4043	First-Citizens Bank & Trust Co., Greencastle	47,871,019	43,695,000	4053	+10
1797	Greenfield Banking Co., Greenfield	96,585,000	92,833,754	1713	
3168	Hancock Bank & Trust Co., Greenfield	59,098,615	57,680,965	2952	
1532	Union Bank & Trust Co., Greensburg	111,247,645	114,920,555	1317	
3585	Decatur County Bank, Greensburg	52,973,048	51,470,268	3344	
1419	National Bank, Greenwood	117,767,000	110,417,000	1372	
667	Mercantile Nat'l Bank of Indiana, Hammond	234,072,000	220,351,330	655	
744	Calumet National Bank, Hammond	213,104,000	213,873,500	678	
1340	Hossier State Bank of Indiana, Hammond	123,795,394	123,682,857	1198	
4484	Citizens State Bank, Hartford City	43,783,242	40,953,000	4384	
1981	Bank of Highland, Highland	89,407,000	80,932,000	2011	+30
3916	First National Bank, Huntingburg	48,915,461	45,404,608	3881	
2011	First National Bank, Huntington	88,181,578	82,558,668	1970	
4113	Community State Bank, Huntington	47,207,655	42,821,271	4163	+50
89	American Fletcher NB&T Co., Indianapolis	2,074,983,000	1,959,159,000	85	
105	Indiana National Bank, Indianapolis	1,785,310,000	1,806,822,000	89	
143 R	Merchants National B&T Co., Indianapolis	1,322,443,000	1,251,477,233	137	
1269	Peoples Bank & Trust Co., Indianapolis	129,637,308	102,737,450	1490	+221
970	DuBois County Bank, Jasper	163,463,447	143,628,379	1014	+44
1309	German American Bank, Jasper	126,149,000	115,354,000	1315	+6
1232	Citizens Bank & Trust Co., Jeffersonville	132,727,787	114,296,488	1325	+93
2550	Clark County State Bank, Jeffersonville	72,035,892	61,524,000	2747	+197
4419	Campbell & Fetter Bank, Kendallville	44,305,000	40,457,000	4445	+26
3307	Kentland Bank, Kentland	57,009,321	53,158,964	3217	
868	Union Bank & Trust Co., Kokomo	181,826,000	164,066,000	876	+8
1970	First National Bank, Kokomo	89,766,110	85,959,518	1875	
1623	First National Bank & Trust Co., La Porte	105,147,000	101,185,000	1526	
1931	La Porte Bank & Trust Co., La Porte	91,928,127	88,236,310	1818	
709	Purdue National Bank, Lafayette	223,696,000	208,883,462	693	
745	Lafayette National Bank, Lafayette	212,877,586	202,142,000	720	
1123	Lafayette Bank & Trust Co., Lafayette	141,681,385	130,834,674	1122	
2860	Farmers State Bank, LaGrange	64,961,291	61,127,114	2763	
4528	California National Bank, Lapaz	43,484,000	18,808,000		
2139	Boone Cty. State Bank, Lebanon	84,392,000	76,676,665	2143	+4
4855	Union Cty. National Bank, Liberty	40,668,450	37,844,496	4779	
4693	American State Bank, Ligonier	42,167,000	37,859,000	4778	+85
2072	Peoples Trust Co., Linton	86,282,410	80,732,000	2017	
3376	Citizens' National Bank, Linton	55,994,294	50,691,809	3413	+37
3695	State Bank, Lizton	51,577,006	48,311,230	3601	
1192	First National Bank, Logansport	135,542,119	127,984,000	1155	
3041	Farmers & Merchants State Bank, Logansport	61,181,000	50,394,227	3435	+394
2405	Lowell National Bank, Lowell	75,940,000	68,271,000	2467	+62
1694	Madison Bank & Trust Co., Madison	101,717,881	94,759,004	1673	
1825	American Bank & Trust Co., Marion	95,588,714	91,804,001	1741	
2094	First National Bank, Marion	85,650,060	80,836,734	2014	
4833	Indiana Bank & Trust Co., Martinsville	40,823,000	38,833,000	4645	
4857	First National Bank, Martinsville	40,660,000	38,804,000	4648	
982	First-Merchants Nat'l Bank, Michigan City	162,083,000	155,550,000	921	
1246	Citizens Bank, Michigan City	131,652,035	125,829,612	1175	
1221	First National Bank, Mishawaka	133,416,000	116,425,878	1293	+72
1304	Valley Bank & Trust Co., Mishawaka	126,572,063	120,296,000	1242	
2680	State & Savings Bank, Monticello	68,784,973	63,867,792	2661	
3573	Citizens Bank, Mooresville	53,086,187	51,342,713	3363	
3124	Peoples Bank & Trust Co., Mt. Vernon	59,721,107	55,834,821	3048	
4517	Posey Cty. National Bank, Mt. Vernon	43,581,321	40,523,633	4442	
651	Merchants National Bank, Muncie	242,084,706	231,450,904	622	
1585	American Nat'l Bank & Trust Co., Muncie	107,927,623	99,530,083	1562	
1591	Industrial Trust & Savings Bank, Muncie	107,747,900	121,989,680	1219	
4851	Central Bank & Trust, Muncie	40,686,831	36,834,142	4914	+63
1647	Union Bank & Trust Co., New Albany	103,565,000	97,935,147	1591	
2234	Mutual Trust Bank, New Albany	81,110,379	83,391,301	1942	
2449	Floyd County Bank, New Albany	74,660,635	72,344,903	2296	
2036	Citizens State Bank, New Castle	87,328,000	77,921,000	2102	+66
1289	American National Bank, Noblesville	127,704,243	110,511,000	1369	+80
4468	Wainwright Bank & Tr Co., Noblesville	43,927,000	38,952,000	4629	+161
2987	Indiana Lawrence Bank, North Manchester	62,239,000	56,204,348	3025	+38
4769	Union Bank & Trust Co., North Vernon	41,324,000	38,983,000	4625	
4804	Ripley Cty. Bank, Osgood	41,052,000	38,126,000	4735	
4727	Orange County Bank, Paoli	41,734,000	39,794,335	4524	
2466	Wabash Valley Bank & Trust Co., Peru	74,159,615	73,003,738	2268	
2829	Peru Trust Co., Peru	65,446,000	66,028,307	2558	
4592	Citizens State Bank, Petersburg	43,034,000	38,599,000	4676	+84
2598	First National Bank & Trust Co., Plainfield	70,497,179	64,775,191	2610	+12
2344	Marshall Cty. Bank & Trust Co., Plymouth	77,742,949	73,153,973	2262	
2340	Peoples Bank, Portland	77,801,000	69,311,000	2422	+82
3411	Gibson County Bank, Princeton	55,546,638	52,003,678	3297	
3606	Farmers National Bank, Princeton	52,760,569	50,880,814	3401	
3924	State Bank, Rensselaer	48,849,516	45,208,634	3905	
4078	Farmers & Merchants NB, Rensselaer	47,584,329	43,638,158	4064	
821	Second National Bank, Richmond	192,650,192	178,963,000	795	
1320	First National Bank, Richmond	125,312,000	91,306,000	1752	+432

R—Revised.

INDIANA—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
3408	First National Bank, Rochester	55,553,000	55,027,908	3097	
4596	Farmers & Merchants Bank, Rochester	42,973,605	39,004,082	4622	+26
4961	Parke State Bank, Rockville	39,769,000	38,900,000	4635	
2662	Farmers-Citizens Bank, Salem	69,119,820	64,553,658	2623	
4583	State Bank, Salem	43,066,253	40,871,254	4398	
4259	Scott Cty. State Bank, Scottsburg	45,816,033	41,895,427	4271	+12
3774	Indiana Southern Bank, Sellersburg	50,540,676	42,459,900	4218	+444
3016	Jackson County Bank, Seymour	61,674,779	58,247,452	2912	
4147	Seymour National Bank, Seymour	46,857,758	41,255,835	4346	+199
2246	Farmers National Bank, Shelbyville	80,735,000	75,214,751	2188	
2424	Shelby National Bank, Shelbyville	75,381,766	72,861,923	2271	
2619	Shipshewana State Bank, Shipshewana	65,585,278	63,220,141	2682	
393	First Source Bank, South Bend	435,154,573	431,036,556	365	
493	St. Joseph Bank & Trust Co., South Bend	335,404,219	322,878,101	475	
818	National Bank & Trust Co., South Bend	193,219,899	180,831,173	787	
1494	American National B&T Co., South Bend	113,751,262	116,723,694	1288	
977	First Bank & Trust Co., Speedway	162,324,572	148,628,897	979	+2
3021	Owen County State Bank, Spencer	61,564,781	58,422,000	2899	
2652	Sullivan State Bank, Sullivan	69,298,337	65,527,863	2585	
2911	Citizens National Bank, Tell City	63,870,638	61,001,527	2772	
3293	Tell City National Bank, Tell City	57,205,144	53,558,820	3193	
455	Terre Haute First National Bank, Terre Haute	365,351,598	338,282,738	461	+6
810	Merchants National Bank, Terre Haute	194,849,657	169,629,469	854	+44
2570	Indiana State Bank, Terre Haute	71,335,759	68,209,000	2470	
3687	Farmers Loan & Trust Co., Tipton	51,688,188	45,078,439	3922	+235
966	Northern Indiana Bank & Trust Co., Valparaiso	164,368,000	146,268,135	996	+30
1261	First National Bank, Valparaiso	130,114,000	125,881,000	1174	
998	American National Bank, Vincennes	159,051,242	143,236,380	1015	+17
1511	Security Bank & Trust Co., Vincennes	112,529,660	109,495,894	1382	
3949	First National Bank, Wabash	48,633,000	46,444,000	3767	
4577	Frances Slocum B&T Co., Wabash	43,122,000	39,223,000	4592	+15
2908	Farmers Bank & Trust Co., Wadesville	63,940,451	55,787,294	3050	+142
1483	Lake City Bank, Warsaw	114,243,000	102,259,256	1502	+19
1488	First National Bank, Warsaw	114,177,000	101,409,146	1523	+35
3824	Peoples Nat'l Bank & Trust Co., Washington	50,119,852	46,544,431	3758	
4155	Citizens Bank & Trust Co., Washington	46,796,000	44,003,000	4016	
707	First Bank, Whiting	223,962,244	136,384,964	1068	+361
2793	First Union Bank & Trust Co., Winamac	66,455,000	62,583,000	2707	
4576	Peoples Loan & Trust Co., Winchester	43,130,121	36,989,362	4891	+315

IOWA

3597	Brenton Bank & Trust Co., Adel	52,868,323	47,882,000	3645	+48
4610	Peoples National Bank & Tr Co., Albia	42,882,777	40,058,686	4495	
3275	United Central B&T Co., Algona	57,513,769	32,935,449	5472	+2197
4659	Iowa State Bank, Algona	42,453,936	37,773,365	4788	+129
2054	First National Bank, Ames	86,742,317	77,312,585	2126	+72
3049	Union Story Trust & Savings Bank, Ames	61,046,291	51,327,373	3365	+316
3730	University Bank & Trust Co., Ames	51,121,067	48,887,252	3552	
4890	Ankeny State Bank, Ankeny	40,357,774	35,809,647	5052	+162
2475	Atlantic State Bank, Atlantic	73,978,819	64,352,359	2633	+158
3806	First Whitney Bank & Trust, Atlantic	50,346,000	47,120,722	3712	
2170	Bettendorf Bank & Trust Co., Bettendorf	83,425,000	70,412,545	2374	+204
2831	Citizens National Bank, Boone	65,423,000	48,509,658	3582	+751
3709	Boone State Bank & Trust Co., Boone	51,394,346	48,037,629	3625	
1763	First National Bank, Burlington	98,518,733	95,575,598	1647	
2004	Hawkeye Bank & Trust Co., Burlington	88,611,280	82,477,005	1972	
2921	Farmers & Merchants Bk & Tr, Burlington	63,554,000	58,707,000	2888	
3887	Commercial Savings Bank, Carroll	49,319,000	42,594,000	4198	+311
4743	Carroll Cty. State Bank, Carroll	41,537,150	37,536,709	4812	+69
3672	Cedar Falls Trust & Savings Bank, Cedar Falls	51,866,955	47,391,863	3687	+15
3697	First National Bank, Cedar Falls	51,557,759	45,718,456	3845	+148
426	Merchants National Bank, Cedar Rapids	406,129,523	373,456,637	422	
1100	Peoples Bank & Trust Co., Cedar Rapids	144,702,324	122,342,924	1214	+114
4009	First Trust & Savings Bank, Cedar Rapids	48,272,000	46,207,000	3796	
4978	Guaranty Bank & Trust Co., Cedar Rapids	39,581,655	39,488,836	4556	
3056	Hawkeye Bank & Trust NA, Centerville	60,886,001	47,015,370	3721	+665
3320	Iowa Trust & Savings Bank, Centerville	56,884,154	55,173,808	3084	
3249	National Bank & Trust Co., Chariton	57,896,000	56,100,000	3030	
2765	First Security B & T Co., Charles City	67,055,125	61,509,932	2748	
3704	Cherokee State Bank, Cherokee	51,486,275	46,799,967	3737	+33
4485	Page Cty. State Bank, Clarinda	43,776,000	39,406,000	4567	+82
4679	Citizens State Bank, Clarinda	42,304,917	45,131,000	3917	
4567	First National Bank, Clarion	43,214,259	39,981,970	4504	
4379	Clear Lake Bank & Trust Co., Clear Lake	44,642,004	41,336,198	4337	
2134	Clinton National Bank, Clinton	84,516,409	77,064,512	2134	
2781	First National Bank, Clinton	66,723,737	61,803,800	2738	
4825	Iowa State Savings Bank, Clinton	40,901,452	36,578,532	4943	+118
1191	Council Bluffs Savings Bank, Council Bluffs	135,585,645	120,792,375	1235	+44
1835	First National Bank, Council Bluffs	95,401,000	92,532,000	1724	
2526	State Bank & Trust Co., Council Bluffs	72,682,608	69,996,718	2394	
4495	Cresco Union Savings Bank, Cresco	43,722,456	39,763,013	4532	+37
3816	Iowa State Savings Bank, Creston	50,218,000	42,650,000	4190	+374
3985	First National Bank, Creston	48,389,000	47,610,000	3671	
4331	Brenton State Bank, Dallas Center	45,094,000	41,288,882	4342	+11
380	Davenport Bank & Trust Co., Davenport	452,920,659	411,304,899	385	+5
1252	Northwest Bank & Trust Co., Davenport	131,146,000	121,688,000	1224	
2701	First Trust & Savings Bank, Davenport	68,319,088	66,043,676	2557	
3045	Brenton First Nat'l Bank, Davenport	61,126,708	55,166,286	3086	+41
3778	De Witt Bank & Trust Co., De Witt	50,506,000	47,174,817	3705	
2651	Decorah State Bank, Decorah	69,321,000	59,827,000	2825	+174
4066	Security Bank & Trust Co., Decorah	47,650,000	45,755,000	3839	

DES MOINES

225	Iowa-Des Moines National Bank, Des Moines	800,002,000	745,295,000	225	
330	Bankers Trust Co., Des Moines	528,157,906	487,339,556	323	
569	United Central Bank of Des Moines NA, Des Moines	276,258,217	282,249,344	522	
944	Valley National Bank, Des Moines	166,851,858	150,743,000	956	+12
1313	Brenton National Bank, Des Moines	125,884,074	66,144,437	2554	+1241
2175	Hawkeye-Capital Bank & Trust, Des Moines	83,268,739	80,348,917	2026	
3869	Hawkeye Bank & Trust, Des Moines	49,514,743	45,861,000	3828	
4143	Iowa State Bank, Des Moines	46,885,000	37,529,555	4813	+670
4782	Northwest Brenton Nat'l Bank, Des Moines	41,225,751	46,013,519	3812	
4815	East Des Moines Nat'l Bank, Des Moines	40,981,000	37,788,000	4787	
979	Dubuque Bank & Trust Co., Dubuque	162,261,266	158,756,316	909	
1030	First National Bank, Dubuque	153,531,387	134,072,840	1094	+64
1034	American Trust & Savings Bank, Dubuque	153,110,966	141,703,536	1026	
4987	Security Savings Bank, Eagle Grove	39,543,360	36,880,000	4906	
3079	Hardin Cty. Savings Bank, Eldora	60,370,468	41,568,499	4313	+1234
4019	Central Trust & Savings Bank, Eldridge	48,205,037	46,248,454	3780	
4744	Palo Alto Cty. State Bank, Emmetsburg	41,533,721	37,974,000	4754	+10
3132	Emmet County State Bank, Estherville	59,500,000	53,088,000	3221	+89
4490	United Central B&T Co., Estherville	43,754,633	39,546,095	4552	+82
3934	First National Bank, Fairfield	48,734,781	41,355,223	4333	+399
4408	Manufacturers Bk & Tr Co., Forest City	44,436,618	28,176,917	6344	+1936
1400	First American State Bank, Ft. Dodge	119,238,967	103,974,791	1468	+68
1614	First National Bank, Ft. Dodge	106,171,129	95,952,616	1637	+23
1745	United Central B&T Co., Ft. Dodge	99,148,870	94,592,800	1676	
4216	Ft. Madison Bank & Trust Co., Ft. Madison	46,284,105	42,694,909	4186	
3155	Poweshiek Cty. National Bank, Grinnell	59,215,000	54,062,000	3158	+3
4396	First National Bank, Hampton	44,527,955	38,491,491	4686	+290
4176	Shelby Cty. State Bank, Harlan	46,635,844	42,948,443	4142	
4605	Harlan National Bank, Harlan	42,921,000	41,952,588	4266	
1703	Hills Bank & Trust Co., Hills	101,130,896	82,939,014	1957	+254
3403	Humboldt Trust & Savings Bank, Humboldt	55,650,204	47,150,349	3710	+307
4052	Hawkeye Bank & Trust, Humboldt	47,759,990			
3616	Ida County State Bank, Ida Grove	52,643,000	49,282,000	3522	
3476	Farmers State Savings Bank, Independence	54,575,000	45,862,000	3827	+351
4794	Security State Bank, Independence	41,139,000	37,890,000	4772	
1854	Peoples Trust & Savings Bank, Indianola	94,631,000	86,511,000	1852	
947	First National Bank, Iowa City	166,341,095	144,015,925	1012	+65
1323	Iowa State Bank & Trust Co., Iowa City	125,177,295	115,717,734	1304	
3900	Citizens State Bank, Iowa Falls	49,102,123	43,845,592	4035	+135
3746	Home State Bank, Jefferson	50,953,378	45,200,795	3908	+162
4030	Brenton State Bank, Jefferson	47,979,560	42,520,496	4207	+177
2887	State Central Savings Bank, Keokuk	64,352,859	59,781,340	2827	
4969	Keokuk Savings Bk & Tr Co., Keokuk	39,702,581	35,889,338	5041	+72
3593	Community NB&T Co., Knoxville	52,894,000	48,161,000	3612	+19
4847	Iowa State Savings Bank, Knoxville	40,707,118	39,469,406	4557	
3526	Le Mars Savings Bank, Le Mars	53,885,696	50,270,294	3443	
2543	Maquoketa State Bank, Maquoketa	72,233,094	67,786,812	2482	
2869	Hawkeye Bank & Trust, Maquoketa	64,726,000	62,541,000	2711	
1977	Farmers State Bank, Marion	89,503,000	81,441,000	1995	+18
2601	First National Bank of Iowa, Marion	70,467,565	61,534,772	2746	+145
1540	Security Savings Bank, Marshalltown	111,006,144	102,084,924	1508	
2523	Fidelity Brenton B&T Co., Marshalltown	72,764,000	66,589,000	2524	+1
4177	Commercial State Bank, Marshalltown	46,630,000	43,716,297	4050	
1211	First National Bank, Mason City	133,990,924	122,272,649	1215	+4
1545	United Central B&T Co., Mason City	110,481,866	96,257,000	1631	+86
1725	Monticello State Bank, Monticello	99,879,600	94,277,331	1680	
3436	Henry Cty. Savings Bank, Mt. Pleasant	55,122,444	46,470,000	3764	+328
1463	First National Bank, Muscatine	114,945,000	103,187,000	1482	+19
1622	Central State Bank, Muscatine	105,315,869	99,372,482	1565	
1873	Japser County Savings Bank, Newton	94,040,117	88,653,046	1807	
3786	Oelwein State Bank, Oelwein	50,460,399	44,194,604	3955	+169
4025	First National Bank, Oelwein	48,028,984	43,279,576	4109	+84
4839	Onawa State Bank, Onawa	40,722,676	36,998,965	4888	+49
3885	Northwestern State Bank, Orange City	49,374,490	43,987,356	4021	+136
4263	Clarke Cty. State Bank, Osceola	45,797,406	42,487,251	4212	
2826	Mahaska State Bank, Oskaloosa	65,470,864	62,411,088	2715	
4840	Iowa Trust & Savings Bank, Oskaloosa	40,720,340	36,556,819	4947	+107
1546	Union Bank & Trust Co., Ottumwa	110,411,627	107,472,836	1403	
3112	First National Bank, Ottumwa	59,907,737	55,728,642	3052	
3257	South Ottumwa Savings Bank, Ottumwa	57,749,238	55,967,451	3039	
3197	Pella National Bank, Pella	58,646,432	54,188,000	3149	
4571	Marion County State Bank, Pella	43,184,044	40,905,586	4391	
3116	Perry State Bank, Perry	59,832,581	52,765,585	3242	+126
3634	Brenton National Bank, Perry	52,373,000	49,354,000	3514	
3394	Houghton State Bank, Red Oak	55,728,266	54,730,512	3122	
4097	Security State Bank, Sheldon	47,376,235	44,339,457	3985	
4042	American State Bank, Sioux Center	47,882,345	43,217,990	4117	+75
4633	First National Bank, Sioux Center	42,668,725	36,364,106	4974	+341
609	Security National Bank, Sioux City	258,278,330	237,094,382	607	
1050	First National Bank, Sioux City	151,201,889	139,301,418	1048	
1250	Toy National Bank, Sioux City	131,355,614	147,829,752	984	
1519	Northwestern National Bank, Sioux City	112,117,691	108,932,033	1387	
3829	Farmers Trust & Savings Bank, Spencer	50,053,265	43,032,342	4134	+305
4941	Hawkeye Bank & Trust, Spencer	39,951,551	38,891,927	4636	
1765	Citizens First National Bank, Storm Lake	98,382,347	90,958,523	1766	+1
2215	Plaza State Bank, Urbandale	81,728,888	71,579,866	2328	+113
4664	State Bank, Vinton	42,417,000	39,144,000	4603	
1707	West Des Moines State Bank, W. Des Moines	100,970,057	95,902,040	1639	
4122	Washington State Bank, Washington	47,086,000	41,517,327	4314	+192
843	National Bank, Waterloo	186,597,000	182,909,000	782	
1077	Peoples Bank & Trust Co., Waterloo	148,375,798	118,369,257	1267	+190
1268	Waterloo Savings Bank, Waterloo	129,638,195	118,014,595	1278	+10
3205	First National Bank, Waverly	58,542,398	51,156,417	3378	+173
4668	State Bank, Waverly	42,412,271	39,073,483	4613	
3133	Farmers National Bank, Webster City	59,584,000	55,737,000	3051	
4422	First National Bank, West Union	44,284,593	42,403,000	4225	
4233	Union State Bank, Winterset	46,111,077	42,749,621	4176	

KANSAS

2485	Home National Bank, Arkansas City	73,731,908	70,471,138	2373	
3932	City National Bank, Atchison	48,766,619	46,375,684	3774	
4289	Exchange National B & T Co., Atchison	45,519,000	40,129,000	4489	+200
2640	Bank of Commerce, Chanute	69,551,000	65,790,126	2571	
3862	First National Bank, Chanute	49,569,080	48,866,233	3554	
1946	First National Bank, Coffeyville	91,213,722	87,466,461	1833	
4342	Condon National Bank, Coffeyville	44,967,202	38,005,150	4750	+408
4582	Thomas County NB, Colby	43,069,000	38,127,263	4734	+152
3663	First Bk & Tr Co., Concordia	51,962,938	47,116,669	3713	+50
3468	Farmers & Merchants State Bank, Derby	54,666,000	57,148,000	2970	
2540	First National B & T Co., Dodge City	72,314,600	59,908,640	2819	+279
3248	Fidelity State Bk & Tr Co., Dodge City	57,932,305	60,249,987	2802	
3368	Walnut Valley State Bank, El Dorado	56,188,437	50,466,000	3431	+63
3529	First National Bank & Trust Co., El Dorado	53,863,786	47,504,105	3680	+151
3304	Peoples State Bank & Trust Co., Ellinwood	57,023,000	54,366,000	3141	
2671	Citizens National B & T Co., Emporia	68,933,281	71,994,667	2314	
3893	Emporia State Bank & Trust Co., Emporia	49,167,000	46,239,000	3789	
2792	Army National Bank, Ft. Leavenworth	66,458,794	61,839,737	2736	
2487	Citizens National Bank, Ft. Scott	73,692,990	67,178,743	2501	+14
2506	Fidelity State Bank, Garden City	73,090,771	69,749,601	2404	
2666	Garden National Bank, Garden City	69,004,330	59,143,035	2870	+204
4108	First National Bank, Goodland	47,255,969	44,304,000	3968	
2370	American State B & T Co., Great Bend	76,955,030	70,165,000	2383	+13
2823	First National B & T Co., Great Bend	65,526,370	63,566,965	2669	
3531	Security State Bank, Great Bend	53,825,172	50,884,556	3415	
2953	Farmers State Bank & Trust Co., Hays	62,705,635	59,027,186	2874	
3673	First National Bank of Hays City, Hays	51,853,393	49,943,688	3471	
4138	Haysville State Bank, Haysville	46,945,144	40,456,165	4446	+308
4194	Citizens State Bank & Trust Co., Hiawatha	46,455,000	41,413,120	4325	+131
4500	Hoxie State Bank, Hoxie	43,681,521	40,902,985	4392	
3920	Citizens State Bank, Hugoton	48,911,251	39,725,974	4534	+614
1166	Hutchinson National B & T Co., Hutchinson	137,624,133	150,680,711	957	
1299	First National Bank, Hutchinson	127,005,287	124,257,351	1194	
2603	Central State Bank, Hutchinson	70,400,093	65,148,000	2599	

KANSAS—Continued

Position Dec. 31 1982		Deposits Dec. 31, 1982 $	Deposits Dec. 31, 1981 $	Rank 1981	Gain
2968	Citizens National Bank, Independence	62,630,671	55,049,856	3094	+126
4812	Independence State Bank, Independence	41,016,464	42,758,391	4175	
4077	Allen County Bank & Trust, Iola	47,588,489	46,085,800	3808	
3808	Central National Bank, Junction City	50,337,414	39,869,642	4513	+705
	KANSAS CITY				
705	Commercial National Bank, Kansas City	224,423,000	227,236,580	635	
899	Security National Bank, Kansas City	175,981,000	151,074,000	954	+55
2115	Brotherhood Bank & Trust Co., Kansas City	85,152,588	71,658,587	2323	+208
2575	Home State Bank, Kansas City	71,136,593	54,584,609	3130	+555
2850	Industrial State Bank, Kansas City	65,119,766	56,908,520	2987	+137
4049	Twin-City State Bank, Kansas City	47,820,709	45,731,441	3841	
4315	First National Bank & Trust Co., Larned	45,267,704	39,170,065	4596	+281
4625	First State Bank & Trust Co., Larned	42,748,720	39,086,348	4610	
2133	First National Bank, Lawrence	84,545,208	70,020,004	2392	+259
3375	Douglas Cty. Bank, Lawrence	56,018,000	49,278,000	3523	+148
3979	Lawrence National Bank & Trust Co., Lawrence	48,423,000	51,509,150	3340	
4153	Leavenworth National Bank & Trust Co., Leavenworth	46,814,903	43,288,980	4107	
4850	First National Bk & Tr Co., Leavenworth	40,692,000	35,834,582	5048	+198
3085	Peoples National Bank, Liberal	60,294,850	51,525,000	3337	+252
3424	First National Bank, Liberal	55,309,492	46,882,708	3733	+309
2382	First National Bank, Manhattan	76,739,000	55,927,000	3041	+659
2692	Union Nat'l Bk & Tr Co., Manhattan	68,490,000	59,506,000	2845	+153
4391	Citizens Bank & Trust Co., Manhattan	44,548,000	38,374,000	4706	+315
3291	Exchange Bk of Schmidt & Koester, Marysville	57,223,120	50,078,490	3459	+168
2073	McPherson Bank & Trust Co., McPherson	86,274,289	77,686,098	2112	+39
1471	Mission Bank, Mission	114,703,000	84,144,882	1918	+447
2711	Centennial Bank & Trust, Mission	68,073,641	47,113,000	3714	+1003
3301	Kansas State Bank, Newton	57,074,131	49,499,927	3502	+201
4482	Midland National Bank, Newton	43,795,405	42,088,474	4257	
2164	Patrons State Bank & Trust Co., Olathe	83,634,436	78,909,578	2073	
2882	First National Bank, Olathe	64,423,729	53,627,818	3184	+302
4595	Peoples National Bk & Tr Co., Ottawa	43,005,021	35,275,737	5122	+527
1524	Valley View State Bank, Overland Park	111,954,361	92,438,646	1727	+203
1923	First Continental B&T, Overland Park	92,170,453	75,450,000	2172	+249
2017	Overland Park State Bank & Trust Co., Overland Park	87,896,000	79,076,000	2071	+54
4242	Metcalf State Bank, Overland Park	46,005,267	46,972,802	3725	
3361	Miami County National Bank, Paola	56,355,000	50,977,835	3392	+31
4566	Parsons Commercial Bank, Parsons	43,219,860	35,901,576	5037	+471
2925	First National Bank, Phillipsburg	63,505,560	56,338,045	3015	+90
2806	National Bank, Pittsburg	66,018,664	64,271,861	2637	
3215	First State Bank & Trust Co., Pittsburg	58,351,408	51,840,297	3307	+92
1283	Johnson County NB&T Co., Prairie Village	128,199,477	129,832,274	1134	
1856	Southgate Bank & Trust Co., Prairie Village	94,496,752	85,415,510	1886	+30
4531	Kansas National B&T Co., Prairie Village	43,456,788	40,477,762	4443	
2710	Peoples Bank, Pratt	68,096,000	62,557,000	2708	
4795	First National Bank, Pratt	41,136,898	37,996,911	4751	
1223	MidAmerican Bank & Trust Co., Roeland Park	133,356,103	123,268,921	1202	
2479	Home State Bank, Russell	73,866,779	71,019,599	2351	
3073	Russell State Bank, Russell	60,493,946	56,649,764	3000	
1520	First National Bank & Trust Co., Salina	112,113,000	99,377,000	1564	+44
1953	Planters Bank & Trust Co., Salina	90,939,473	92,388,842	1731	
2184	National Bank of America, Salina	82,985,625	74,705,889	2202	+18
1597	Shawnee State Bank, Shawnee	107,130,345	91,700,688	1743	+146
3640	Citizens State Bank, Shawnee	52,286,000	46,222,000	3792	+152
	TOPEKA				
598	First National Bank, Topeka	264,497,248	250,501,374	580	
833	Merchants National Bank, Topeka	189,610,000	163,937,000	878	+45
2372	Commerce Bank & Trust, Topeka	76,910,393	75,782,812	2163	
3193	Highland Park Bank & Trust, Topeka	58,696,601	61,078,505	2769	
3933	Kaw Valley State B&T Co., Topeka	48,737,703	41,984,605	4263	+330
4069	Fidelity State Bank & Trust Co., Topeka	47,628,579	54,759,353	3119	
2849	Grant County State Bank, Ulysses	65,138,000	60,362,000	2797	
	WICHITA				
232	Fourth Nat'l Bank & Trust Co., Wichita	780,375,000	720,666,000	230	
415	First National Bank, Wichita	413,025,000	386,447,103	406	
682	Union National Bank, Wichita	230,780,000	208,029,000	697	+15
911	Kansas State Bank & Trust Co., Wichita	173,250,712	168,307,379	859	
1733	Southwest National Bank, Wichita	99,605,746	77,188,926	2132	+399
2076	Boulevard State Bank, Wichita	86,191,000	78,824,190	2077	+1
3123	Wichita State Bank, Wichita	59,732,000	52,749,582	3243	+120
3549	United American Bank & Trust Co., Wichita	53,515,526	42,128,000	4251	+702
3559	Central Bank & Trust, Wichita	53,369,000	53,201,643	3215	
3752	East Side Bank & Trust, Wichita	50,809,072	46,316,583	3784	+32
3005	First National Bank, Winfield	61,858,414	55,186,007	3082	+77

KENTUCKY

Position Dec. 31 1982		Deposits Dec. 31, 1982 $	Deposits Dec. 31, 1981 $	Rank 1981	Gain
1376	First Bank & Trust Co., Ashland	120,619,341	117,981,748	1279	
1452	Third National Bank, Ashland	115,177,000	101,788,400	1515	+63
4174	Bank of Ashland, Inc., Ashland	46,648,246	44,699,661	3953	
3091	Union National Bank, Barbourville	60,199,533	59,397,468	2852	
3467	Wilson & Muir Bank & Trust Co., Bardstown	54,680,339	32,313,843	5585	+2118
3683	Farmers Bank & Trust Co., Bardstown	51,759,730	35,091,997	5151	+1468
2302	Bank of Marshall County, Benton	78,769,000	71,328,065	2340	+36
2782	Bank of Benton, Benton	66,722,742	62,549,237	2710	
981	American NB & T Co., Bowling Green	162,142,122	161,982,952	892	
1060	Citizens National Bank, Bowling Green	149,908,313	132,529,851	1107	+47
2718	Bowling Green Bank & Trust Co., Bowling Green	67,936,797	57,125,780	2973	+255
4189	Trigg County Farmers Bank, Cadiz	46,484,325	42,780,638	4169	
4822	Taylor County Bank, Campbellsville	40,916,535	41,494,192	4317	
4921	Citizens Bank & Trust Co., Campbellsville	40,064,073	39,048,026	4617	
3109	Kentucky-Farmers Bank, Catlettsburg	59,960,114	53,567,717	3192	+83
2254	First National Bank & Trust Co., Corbin	80,426,326	76,843,295	2139	
4236	City & Cty. Bank, Corbin	46,068,000	39,323,446	4577	+341
1531	Peoples-Liberty B & T Co., Covington	111,326,203	100,928,598	1531	
1575	Covington Trust & Banking Co, Covington	108,540,789	98,134,023	1586	+11
1849	First National Bank & Trust Co., Covington	94,868,742	81,854,185	1986	+137
3981	National Bank, Cynthiana	48,401,572	47,901,753	3642	
4967	Farmers National Bank, Cynthiana	39,712,634	37,458,031	4819	
3705	Farmers National Bank, Danville	51,468,000	47,942,081	3637	
1346	First-Hardin Nat'l Bk & Tr, Elizabethtown	123,415,930	110,018,806	1375	+29
3586	City & Cty. Bank of Hardin Cty., Elizabethtown	52,962,000	49,774,075	3483	
4446	People's Bank of Fleming Cty., Flemingsburg	44,059,512	40,344,092	4462	+16
4181	Florence Deposit Bank, Florence	46,548,492	45,557,793	3964	
4649	Boone State Bank & Tr Co., Florence	42,502,000	38,532,000	4681	+32
1149	Farmers Bank & Capital Tr. Co., Frankfort	139,178,423	160,565,177	900	
4102	State National Bank, Frankfort	47,325,786	43,037,000	4133	+31
3094	Simpson County Bank, Franklin	60,183,000	55,176,762	3083	
2393	Ft. Thomas-Bellevue Bank, Ft. Thomas	76,266,427	68,001,327	2475	+82
4657	City National Bank, Fulton	42,468,521	38,364,029	4707	+50
3767	First National B & T Co., Georgetown	50,983,510	47,150,402	3709	
4716	Farmers Bank & Trust Co., Georgetown	41,888,777	36,488,078	4956	+240
1833	New Farmers National Bank, Glasgow	95,470,958	91,084,587	1759	
1948	Citizens Bank & Trust Co., Glasgow	91,082,170	81,875,258	1985	+37
4279	First National Bank, Grayson	45,609,606	42,474,794	4216	
4437	Commercial Bank, Grayson	44,152,815	39,360,876	4572	+135
2257	First State Bank, Greenville	80,324,000	71,336,000	2339	+82
3560	Bank of Harlan, Harlan	53,346,888	51,734,808	3316	
4365	Harlan National Bank, Harlan	44,752,000	39,855,000	4516	+151
3153	Peoples Bank & Trust Co., Hazard	59,236,578	63,474,380	2674	
3203	Ohio Valley National Bank, Henderson	58,578,542	54,594,422	3129	
3237	First National Bank, Henderson	58,060,877	48,004,869	3632	+395
3321	Farmers Bank & Trust Co., Henderson	56,872,067	52,775,712	3241	
1208	Planters Bank & Trust Co., Hopkinsville	134,413,352	121,578,137	1225	+17
1906	First City Bank & Trust Co, Hopkinsville	93,066,000	91,014,082	1764	
4267	Inez Deposit Bank, Inez	45,747,067	41,016,151	4375	+108
4306	First State Bank, Irvington	45,385,926	39,430,329	4563	+257
4997	Citizens Bank, Jackson	39,488,000	36,871,033	4908	
4386	Bank of Oldham Cty., La Grange	44,586,558	38,972,357	4627	+241
	LEXINGTON				
308	First Security NB & T Co., Lexington	573,236,000	567,454,180	276	
851	Central Bank & Trust Co., Lexington	185,425,163	188,820,716	762	
880	Citizens Union NB & T Co., Lexington	179,332,362	160,459,000	902	+22
1014	Bank of Commerce & Trust Co., Lexington	155,501,023	139,643,232	1044	+30
1059	Second National B & T Co., Lexington	149,924,795	136,662,376	1067	+8
1817	Bank of Lexington & Trust Co., Lexington	95,941,000	90,971,311	1765	
1486	Cumberland Valley NB & T Co., London	114,208,113	113,761,204	1334	
3386	First National Bank, London	55,794,236	56,961,160	2983	
	LOUISVILLE				
98	First National Bank, Louisville	1,956,175,005	1,874,576,000	88	
119	Citizens Fidelity Bank & Trust Co., Louisville	1,587,157,000	1,531,023,000	113	
180	Liberty Nat'l Bank & Trust Co., Louisville	1,040,384,000	763,884,000	218	+38
362	Bank of Louisville & Trust Co., Louisville	476,574,369	432,994,000	362	
1929	Stock Yards Bank & Trust Co., Louisville	92,057,787	77,778,517	2105	+176
3357	First Kentucky Trust Co., Louisville	56,382,320	36,879,000	4907	+1550
1880	Kentucky Bank & Trust Co., Madisonville	93,869,044	87,176,843	1839	
2168	Farmers Bank & Trust Co., Madisonville	83,445,124	76,575,000	2146	
2309	Peoples Bank & Trust Co., Madisonville	78,610,491	71,087,000	2348	+39
4321	First National Bank, Manchester	45,211,000	41,349,000	4335	+14
4569	First State Bank, Manchester	43,210,000	40,153,262	4486	
2948	First Guaranty Bank, Martin	63,026,789	55,253,682	3077	+129
2897	Liberty Savings Bank, Mayfield	64,202,222	56,094,902	3031	+134
2722	State National Bank, Maysville	67,906,305	60,706,562	2784	+62
4021	Bank of Maysville, Maysville	48,141,846	45,576,140	3859	
2828	Commercial Bank, Middlesboro	65,449,391	59,114,241	2871	+43
4285	City & Cty. Bk of Bell Cty., Middlesboro	45,526,000	45,264,742	3899	
4001	Monticello Banking Co., Monticello	48,293,575	44,020,116	4013	+12
4145	Morganfield National Bank, Morganfield	46,866,000	44,742,000	3947	
4926	Union Bank & Trust Co., Morganfield	40,025,157	36,606,284	4939	+13
4858	Morgantown Deposit Bank, Inc., Morgantown	40,654,000	37,725,000	4795	
4556	Mt. Sterling National Bank, Mt. Sterling	43,281,673	41,345,812	4336	
1312	Bank of Murray, Murray	126,091,395	120,260,232	1245	
2074	Peoples Bank, Murray	86,242,000	77,410,064	2123	+49
2655	American National Bank, Newport	69,235,631	64,028,000	2653	
3682	Newport National Bank, Newport	51,764,426	50,325,988	3439	
4333	First National Bank & Trust Co, Nicholasville	45,078,640	43,436,000	4088	
4748	Peoples Bank, Olive Hill	41,517,765	40,221,082	4475	
951	Owensboro National Bank, Owensboro	166,073,759	164,799,692	873	
1274	Central Bank & Trust Co., Owensboro	129,491,618	108,876,645	1389	+115
1512	Citizens State Bank, Owensboro	112,420,439	110,331,843	1373	
813	Citizens Bank & Trust Co., Paducah	194,088,539	174,076,812	820	+7
876	Peoples First Nat'l B & T Co., Paducah	180,015,619	159,064,916	908	+32
2461	Paducah Bank & Trust Co, Paducah	74,216,203	72,178,957	2305	
2363	Citizens National Bank, Paintsville	77,122,251	68,137,042	2472	+109
4876	First National Bank, Paintsville	40,485,876	40,166,486	4482	
3867	Bourbon-Agricultural Bank & Trust Co., Paris	49,542,000	50,555,088	3423	
672	Pikeville National Bank & Trust Co., Pikeville	232,516,220	220,915,900	653	
1031	First National Bank, Pikeville	153,516,186	151,969,714	948	
1915	Citizens Bank, Pikeville	92,651,604	94,863,699	1671	
1668	First Commonwealth Bank, Prestonsburg	102,626,761	92,549,659	1723	+55
2183	Bank Josephine, Prestonsburg	82,988,603	75,996,763	2157	
4073	First Bank & Trust Co., Princeton	47,605,606	46,959,507	3726	
4204	Farmers Bank & Trust Co., Princeton	46,386,619	43,421,451	4090	
2078	State Bank & Trust Co., Richmond	86,141,406	85,493,920	1883	
3312	Madison National Bank, Richmond	56,935,951	51,424,010	3343	+31
2444	First & Peoples Bank, Russell	74,878,012	66,173,174	2548	+104
3750	Citizens National Bank, Russellville	50,883,073	46,093,298	3807	+57
4882	Southern Deposit Bank, Russellville	40,421,534	38,977,417	4626	
4929	Farmers National Bank, Scottsville	40,010,132	36,071,963	5012	+83
4724	Citizens Union Bank, Shelbyville	41,784,597	35,762,000	5061	+337
1332	United American Bank of Ky., Somerset	124,414,917	118,195,294	1272	
2777	Citizens National Bank, Somerset	66,790,000	64,457,000	2628	
3761	Springfield State Bank, Springfield	50,704,126	43,386,182	4095	+334
3138	Citizens Deposit & Trust, Vanceburg	59,531,838	56,730,847	2997	
3648	Woodford Bank & Trust Co., Versailles	52,198,851	49,682,665	3492	
3883	United Bank & Trust Co., Versailles	49,401,621	45,721,894	3843	
2297	Bank of Whitesburg, Whitesburg	78,863,419	75,469,014	2171	
3543	Farmers National Bank, Williamsburg	53,672,385	54,578,649	3131	
4741	Bank of Williamsburg, Williamsburg	41,598,000	38,851,112	4643	
2581	Winchester Bank, Winchester	70,995,376	65,186,000	2597	+16
3170	Clark Cty. Bank, Winchester	59,091,000	57,487,000	2957	
4341	Peoples Commercial Bank, Winchester	44,971,000	40,741,000	4412	+71

LOUISIANA

Position Dec. 31 1982		Deposits Dec. 31, 1982 $	Deposits Dec. 31, 1981 $	Rank 1981	Gain
2759	Gulf Coast Bank, Abbeville	67,197,576	54,557,242	3132	+373
2842	Bank of Abbeville & Trust Co., Abbeville	65,235,000	60,123,000	2810	
2879	First National Bank, Abbeville	64,527,510	55,267,700	3074	+195
515	Guaranty Bank & Trust Co., Alexandria	314,128,000	276,715,286	534	+19
526	Rapids Bank & Trust Co., Alexandria	302,207,118	283,959,371	519	
1879	Security First National Bank, Alexandria	93,872,763	84,153,183	1917	+38
2883	St. Bernard Bank & Trust Co., Arabi	64,407,381	58,352,000	2902	+19
4354	First NB of St. Bernard Parish, Arabi	44,862,458	39,140,924	4604	+250
2789	First State B&T Co., Baker	66,550,789	47,558,081	3675	+886
2608	Bastrop National Bank, Bastrop	70,366,622	63,722,672	2666	+58
4469	Bank of Morehouse, Bastrop	43,923,000	42,136,545	4250	
	BATON ROUGE				
222	Louisiana National Bank, Baton Rouge	815,498,000	709,112,060	233	+11
324	Fidelity National Bank, Baton Rouge	536,820,000	503,449,000	314	
336	American Bank & Trust Co., Baton Rouge	514,768,000	530,310,000	295	
408	Capital Bank & Trust Co., Baton Rouge	416,419,716	383,261,709	410	+2
453	City National Bank, Baton Rouge	367,400,000	329,953,141	468	+15
1257	Baton Rouge Bank & Trust Co., Baton Rouge	130,347,000	115,823,254	1302	+45
3760	Bank of the South, Baton Rouge	50,705,794	45,784,832	3834	+74
1802	Delta Bank & Trust Co., Belle Chasse	96,411,000	88,581,000	1789	

LOUISIANA—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
4314	Republic Bank, Blanchard	45,277,000	35,217,588	5135	+821
1656	First State Bank & Trust Co., Bogalusa	103,169,037	99,430,886	1563	
2669	Parish National Bank, Bogalusa	68,952,589	68,879,141	2442	
531	Bossier B & T Co., Bossier City	300,722,986	272,281,220	539	+8
1935	National Bank, Bossier City	91,721,179	88,258,000	1817	
4479	Red River Valley Bank, Bossier City	43,807,790	34,814,704	5193	+714
2960	Farmers-Merchants B & T Co., Breaux Bridge	62,782,000	56,250,000	3023	+63
4996	Avoyelles Trust & Savings Bank, Bunkie	39,490,685	36,797,122	4919	
3812	Cameron State Bank, Cameron	50,261,912	35,934,973	5032	+1220
2443	Peoples B & T Co. of St. Bernard, Chalmette	74,883,333	66,339,636	2539	+96
4494	Farmers State Bk & Tr Co., Church Point	43,726,607	38,324,644	4709	+215
4371	Clinton Bank & Trust Co., Clinton	44,708,000	37,125,000	4874	+503
4670	Bank of Coushatta, Coushatta	42,407,655	41,105,906	4362	
910	First National Bank, Covington	173,348,000	153,821,406	937	+27
1574	Bank of Commerce & Trust Co., Crowley	108,547,153	104,337,000	1462	
2653	First National Bank, Crowley	69,293,000	58,973,000	2875	+222
3617	First National Bank, De Ridder	52,640,209	41,805,770	4281	+664
3646	City Savings Bank & Trust Co., De Ridder	52,252,235	51,682,298	3323	
4995	Guaranty Bank & Trust Co., Delhi	39,495,310	35,528,885	5086	+91
2081	Livingston Bank, Denham Springs	86,060,549	75,412,997	2177	+96
4387	First National Bank, Denham Springs	44,583,000	39,528,596	4554	+167
3516	Tri-Parish Bank & Trust Co., Eunice	54,006,655	48,633,000	3568	+52
4525	Acadiana Bank, Eunice	43,494,000	40,563,000	4434	
3743	Farmerville Bank, Farmerville	50,992,000	42,794,000	4166	+423
3674	Commercial Bank & Trust Co., Franklin	51,831,000	45,398,490	3883	+209
2435	Washington B & T Co., Franklinton	75,071,674	71,299,404	2342	
2825	State Bank & Trust Co., Golden Meadow	65,475,000	61,180,000	2760	
1203	Bank of Gonzales, Gonzales	134,712,000	124,120,000	1195	
3876	First National Bank, Gonzales	49,461,000	44,847,000	3940	+64
452	First NB of Jefferson Parish, Gretna	369,281,400	231,730,370	621	+169
965	Guaranty Bank & Trust Co., Gretna	164,483,302	155,183,821	926	
4046	Gulf South Bank & Trust Co., Gretna	47,834,000	44,097,464	4003	
854	First Guaranty Bank, Hammond	185,239,000	173,979,000	821	
1813	Citizens National Bank, Hammond	96,047,275	82,820,963	1961	+148
3113	Planters Bank & Trust Co., Haynesville	59,898,774	56,218,000	3024	
2937	Homer National Bank, Homer	63,336,940	56,798,262	2994	+57
577	Terrebonne Bank & Trust Co., Houma	272,499,916	254,756,627	573	
711	First National Bank, Houma	223,099,000	200,976,341	727	+16
2235	American Bank & Trust Co., Houma	81,086,451	68,190,000	2471	+236
2656	Progressive Bank & Trust Co., Houma	69,167,972	66,877,719	2514	
2958	Community State Bank, Independence	62,870,195	53,367,754	3199	+241
524	National Bank of Commerce, Jefferson Parish	304,692,230	268,470,000	545	+21
4343	Bank of Jena, Jena	44,958,976	41,663,365	4302	
3538	Jeff Davis Bank & Trust Co., Jennings	53,743,471	56,711,594	2998	
3942	Vermilion Bank & Trust Co., Kaplan	48,685,000	42,261,000	4240	+298
4106	Kaplan State Bank, Kaplan	47,290,244	43,331,928	4103	
4392	Merchants Trust & Savings Bank, Kenner	44,539,333	43,991,000	4020	
4733	Riverlands National Bank, La Place	41,675,000	45,017,000	3928	

LAFAYETTE

276	Guaranty Bank & Trust Co., Lafayette	663,824,229	600,280,562	266	
411	First National Bank, Lafayette	414,762,717	376,886,000	417	+6
586	American Bank & Trust Co., Lafayette	268,863,360	225,642,551	640	+54
2525	Hub City Bank & Trust Co., Lafayette	72,685,000	69,838,000	2401	
3316	Southwest National Bank, Lafayette	56,916,000	36,964,000	4895	+1579
3596	Bank of Lafayette, Lafayette	52,874,000	42,701,000	4185	+589

LAKE CHARLES

327	Calcasieu-Marine National Bank, Lake Charles	531,818,307	531,559,514	294	
1205	First National Bank, Lake Charles	134,696,102	125,215,000	1182	
1377	Gulf National Bank, Lake Charles	120,523,000	106,939,000	1408	+31
1384	Lakeside National Bank, Lake Charles	119,994,000	116,084,000	1300	
2373	American Bank of Commerce, Lake Charles	76,909,000	70,952,000	2353	
3449	Bank of Dixie, Lake Providence	54,942,191	50,910,505	3398	
3083	Merchants & Farmers B&T Co., Leesville	60,313,215	52,148,057	3289	+206
2143	Bank of St. Charles, Luling	84,308,824	76,290,000	2152	+9
2885	St. James Bank & Trust Co., Lutcher	64,386,000	55,657,000	3056	+171
3241	First National Bank, Mansfield	58,010,185	54,148,000	3150	
3961	Sabine State Bank & Trust Co., Many	48,567,145	41,599,000	4308	+347
3415	Union Bank, Marksville	55,448,571	47,557,000	3676	+261

METAIRIE

554	Jefferson Bank & Trust Co., Metairie	287,514,000	243,885,000	593	+39
1727	Metairie Bank & Trust Co., Metairie	99,767,275	91,484,736	1750	+23
2554	First Metropolitan Bank, Metairie	71,866,000	57,750,552	2951	+397
3327	Commercial Bank & Trust Co., Metairie	56,772,000	51,058,092	3387	+60
4513	Pontchartrain State Bank, Metairie	43,592,000	30,036,000	5981	+1468
2156	Peoples Bank & Trust Co., Minden	83,855,000	79,424,000	2063	
2442	Minden Bank & Trust Co., Minden	74,943,151	69,887,145	2399	
405	Ouachita National Bank, Monroe	419,475,423	398,444,678	398	
486	Central Bank, Monroe	337,898,496	331,492,221	466	
1909	American Bank & Trust Co., Monroe	92,887,258	91,674,125	1745	
1131	First NB in St. Mary Parish, Morgan City	140,802,901	134,716,936	1085	
2527	Guaranty Bank & Trust Co., Morgan City	72,665,000	72,497,757	2288	
2531	Morgan City Bank & Trust Co., Morgan City	72,555,083	70,355,000	2378	
2810	Assumption Bank & Trust Co., Napoleonville	65,822,114	60,075,149	2812	+2
3122	City Bank & Trust Co., Natchitoches	59,768,188	58,162,788	2921	
3542	Exchange Bank & Trust Co., Natchitoches	53,676,603	47,351,531	3693	+151
3651	Peoples Bank & Trust Co., Natchitoches	52,106,049	48,712,011	3564	
1306	Peoples NB of Iberia Parish, New Iberia	126,373,884	104,748,065	1454	+148
2051	New Iberia National Bank, New Iberia	86,787,782	79,879,334	2043	
2172	State National Bank, New Iberia	83,322,032	75,013,000	2193	+21
3333	City Bank & Trust Co., New Iberia	56,717,795	52,555,946	3261	

NEW ORLEANS

121	Whitney National Bank, New Orleans	1,568,096,322	1,496,820,268	114	
191	Hibernia National Bank, New Orleans	965,868,000	896,948,000	184	
199	First Nat'l Bank of Commerce, New Orleans	935,477,000	850,979,000	190	
357	Bank of New Orleans & Trust Co., New Orleans	480,633,000	525,462,000	305	
458	American Bank & Trust Co., New Orleans	361,049,125	378,595,564	415	
4084	Bank of Louisiana, New Orleans	47,512,743	48,614,000	3569	
4936	Colonial Bank, New Orleans	39,961,000	43,690,000	4054	
1410	Bank of New Roads, New Roads	118,430,570	106,767,219	1415	+5
2401	Guaranty Bank & Trust Co., New Roads	76,091,444	65,150,663	2598	+197
2146	American Bank, Norco	84,237,160	73,255,000	2256	+110
1615	St. Landry Bank & Trust Co., Opelousas	105,911,863	95,234,403	1659	+44
2507	American Bank & Trust Co., Opelousas	73,065,000	71,975,000	2316	
2679	Planters Trust & Savings Bank, Opelousas	68,822,000	74,693,000	2204	
2703	First NB of St. Landry Parish, Opelousas	68,225,000	63,531,306	2672	
3775	Patterson State Bank, Patterson	50,537,000	48,908,000	3549	
2945	Citizens Bank & Trust Co., Plaquemine	63,118,000	55,437,000	3066	+121
3075	Iberville Trust & Savings Bank, Plaquemine	60,412,980	56,110,917	3029	
1032	Raceland Bank & Trust Co., Raceland	153,446,298	140,455,729	1040	+8
3925	Rayne State Bank & Trust Co., Rayne	48,840,523	40,004,808	4500	+575
3913	First Republic Bank, Rayville	48,975,000	45,436,301	3878	
4218	Richland State Bank, Rayville	46,273,342	43,443,859	4086	
2606	Bank of St. John, Reserve	70,379,202	64,651,000	2619	+13
1737	Ruston State Bank & Trust Co., Ruston	99,483,000	95,503,000	1649	
2578	Lincoln Bank & Trust Co., Ruston	71,059,000	63,457,000	2575	+97
4948	First National Bank, Ruston	39,915,259	44,240,000	3991	
3914	St. Martin Bk & Tr Co., St. Martinsville	48,938,800	46,868,622	3735	

SHREVEPORT

242	First National Bank, Shreveport	744,249,000	697,172,000	241	
255	Commercial National Bank, Shreveport	717,826,000	700,956,000	238	
503	Louisiana Bank & Trust Co., Shreveport	329,068,761	305,744,772	493	
683	Pioneer Bank & Trust Co., Shreveport	230,723,000	199,753,931	731	+48
1943	Shreveport Bank & Trust Co., Shreveport	91,358,330	81,553,512	1992	+49
2085	American Bank & Trust Co., Shreveport	86,020,774	71,846,000	2317	+232
2126	Bank of Commerce, Shreveport	84,908,969	95,329,052	1655	
2358	United Mercantile Bank, Shreveport	77,280,826	71,319,036	2341	
1904	First Bank, Slidell	93,179,659	83,222,155	1946	+42
4912	Springhill B & T Co., Springhill	40,148,670	38,115,755	4736	
752	Citizens Bank & Trust Co., Thibodaux	210,627,668	201,609,410	724	
1827	Lafourche National Bank, Thibodaux	95,549,819	85,237,661	1892	+65
2377	First American Bank & Trust, Vacherie	76,845,279	63,322,846	2679	+302
1518	Concordia Bank & Trust Co., Vidalia	112,137,162	106,187,949	1426	
3633	American Security Bank, Ville Platte	52,376,000	46,347,578	3779	+146
3637	Evangeline B&T Co., Ville Platte	52,337,721	47,272,323	3698	+61
1514	First National Bank, West Monroe	112,326,480	103,704,165	1470	
4404	Franklin State B&T Co., Winnsboro	44,459,134	40,968,804	4382	
4502	Winnsboro State Bank & Trust Co., Winnsboro	43,660,665	38,280,315	4713	+211
3782	Bank of Zachary, Zachary	50,483,000	44,379,729	3980	+198

MAINE

483	Depositors Trust Co., Augusta	340,402,090	315,572,078	483	
2736	Bank of Maine NA, Augusta	67,661,025	64,390,059	2630	
523	Merrill Trust Co., Bangor	306,228,642	285,376,315	518	
1917	Northeast Bank & Trust Co., Bangor	92,539,556	86,978,000	1842	
3081	Depositors Tr. Co. of East ME, Bangor	60,339,000	57,065,000	2975	
2553	Bar Harbor Banking & Trust Co., Bar Harbor	71,877,324	61,303,250	2756	+203
3258	Camden National Bank, Camden	57,728,789	51,705,000	3319	+61
4356	First National Bank, Damariscotta	44,842,138	40,386,377	4456	+100
3339	Union Trust Co., Ellsworth	56,622,561	51,463,000	3345	+6

PORTLAND

375	Maine National Bank, Portland	455,940,000	386,441,397	407	+32
438	Casco Bank & Trust Co., Portland	391,727,216	363,549,339	435	
606	Northeast Bank, Portland	260,686,000	232,554,000	619	+13
738	Canal National Bank, Portland	215,678,433	204,741,000	713	
3699	Depositors Tr. Co. of S. ME, Portland	51,517,593	44,069,578	4009	+310
2558	Depositors Trust Co. of Aroostook, Presque Isle.	71,813,886	68,380,130	2464	
972	Northern National Bank, Presque Isle	163,367,779	155,265,298	925	
2066	Federal Trust Co, Waterville	86,409,398	77,705,049	2110	+44

MARYLAND

976	Farmers Nat'l Bk of Maryland, Annapolis	162,464,702	140,539,543	1039	+63
2364	Annapolis Banking & Trust Co., Annapolis	77,113,000	67,562,000	2488	+124

BALTIMORE

64	Maryland National Bank, Baltimore	2,842,731,000	3,159,977,000	51	
79	First National Bank, Baltimore	2,319,056,000	2,134,071,000	77	
101	Equitable Bank NA, Baltimore	1,887,183,000	1,674,739,000	104	+3
158	Union Trust Co., Baltimore	1,188,013,000	1,075,654,000	154	
309	Mercantile-Safe Dep. & Tr. Co., Baltimore	571,083,463	543,668,250	288	
2203	Carrollton Bank, Baltimore	82,123,000	75,240,000	2187	
2835	Commercial & Savings Bank, Bel Air	65,377,000	59,264,000	2860	+25
3766	Calvin B. Taylor Banking Co., Berlin	50,664,000	46,581,000	3755	
117	Suburban Bank, Bethesda	1,599,584,261	1,244,015,391	138	+21
2484	Bank of Bethesda, Bethesda	73,749,909	67,558,669	2489	+5
3879	National Bank, Cambridge	49,447,388	45,220,780	3904	+25
4944	Centreville National Bank, Centreville	39,939,090	40,398,000	4454	
3243	Chestertown Bank of Maryland, Chestertown	57,997,000	52,373,000	3277	+34
1913	Liberty Trust Co. of Maryland, Cumberland	92,671,678	93,169,980	1703	
4271	Cumberland Savings Bank, Cumberland	45,701,030	39,884,402	4512	+241
2909	Bank of Damascus, Damascus	63,924,000	54,424,461	3139	+230
3495	Talbot Bank, Easton	54,313,000	43,532,000	4073	+578
2020	County Banking & Trust Co., Elkton	87,859,923	82,395,379	1977	
3020	Forest Hill State Bank, Forest Hill	61,575,000	55,907,000	3043	+23
648	Farmers & Mechanics NB, Frederick	242,479,000	229,039,000	629	
1778	Fredericktown Bk & Tr Co., Frederick	97,770,000	89,521,881	1791	+13
2867	Frederick Cty. Nat'l Bank, Frederick	64,793,885	55,897,237	3045	+178
3206	Potomac Valley Bank, Gaithersburg	58,530,000	52,736,000	3245	+39
3984	Bank of Glen Burnie, Glen Burnie	48,390,734	41,027,606	4372	+388
1174	Hagerstown Trust Co., Hagerstown	136,952,000	123,122,000	1204	+30
1865	Farmers & Merchants Nat'l Bank, Hagerstown	94,305,491	84,804,679	1901	+36
1919	Bank of Maryland, Hillcrest Heights	92,387,000	85,276,000	1890	
3429	Bank of Southern Maryland, La Plata	55,218,000	47,886,465	3644	+215
822	Peoples Security Bank, Landover	192,462,000	187,070,000	770	
1128	Citizens National Bank, Laurel	141,043,000	123,611,000	1200	+72
2439	First Nat'l Bk of St. Mary's, Leonardtown	74,973,513	66,463,835	2530	+91
4234	Maryland Bank & Trust Co., Lexington Park	45,475,000	36,276,075	4989	+695
1584	First National Bank, Oakland	107,979,410	99,600,718	1560	
2587	Garrett National Bank, Oakland	70,837,037	71,259,000	2343	
4401	United Bank & Trust Co, Oxon Hill	44,487,166	41,656,000	4303	
4698	Eastern Shore NB, Pocomoke City	42,096,210	41,487,867	4319	
2313	Peninsula Bank, Princess Anne	78,479,000	67,088,578	2506	+193
269	Citizens Bank & Trust Co., Riverdale	680,961,052	601,539,466	265	
1450	State Nat'l Bk of Maryland, Rockville	115,304,706	120,135,119	1248	
1892	Sandy Spring NB & Svgs. Institution, Sandy Spring	93,541,000	82,679,314	1964	+72
547	First American Bank of Md., Silver Spring	289,747,271	277,164,710	532	
2622	Central National Bank, Silver Spring	69,890,268	65,307,297	2592	
4136	Sparks State Bank, Sparks	46,957,225	42,393,430	4228	+92
4700	Taneytown Bank & Trust Co., Taneytown	42,068,494	38,522,152	4682	
4830	Thurmont Bank, Thurmont	40,859,000	38,542,655	4680	
1973	First NB of Southern MD, Upper Marlboro	89,557,000	83,380,485	1943	
1064	Carroll Cty. Bk & Tr Co., Westminster	149,406,080	136,224,000	1070	+6
2232	Westminster B&T Co. of Carroll Cty., Westminster	81,133,000	73,605,000	2243	+11
4510	Union National Bank, Westminster	43,618,000	43,922,000	4028	

MASSACHUSETTS

2641	Shawmut Bank of Hampshire Cty. NA, Amherst	69,522,000	55,721,970	3054	+413
1319	BayBank Merrimack Valley NA, Andover	125,395,982	118,159,920	1274	
2005	BayBank & Trust Co., Beverly	88,476,351	80,026,838	2040	+35

MASSACHUSETTS—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
	BOSTON				
17	First National Bank, Boston	10,960,124,000	10,490,450,000	17	
61	Bank of New England NA, Boston	2,881,210,000	2,517,638,630	60	
84	State Street Bank & Tr. Co., Boston	2,191,640,000	2,029,656,000	80	
90	Shawmut Bank of Boston NA, Boston	2,058,622,000	1,950,058,000	86	
400	Boston Safe Deposit & Trust Co., Boston	429,708,541	377,625,367	416	+16
511	United States Trust Co., Boston	318,232,000	255,763,776	567	+56
1159	Capitol Bank & Trust Co., Boston	137,894,000	121,947,000	1220	+61
1177	Patroit Bank/Harbor National, Boston	136,645,000	104,477,000	1459	+282
1611	Commonwealth Bank & Trust Co., Boston	106,419,000	74,488,252	2209	+598
2805	Bradford Trust Co., Boston	66,038,000	70,158,000	2385	
3251	BayBank Boston NA, Boston	57,865,000	29,055,000	6166	+2915
785	Plymouth-Home National Bank, Brockton	200,930,000	167,100,200	864	+79
1968	Shawmut First County Bank NA, Brockton	89,837,000	79,702,000	2052	+84
917	Brookline Trust Co., Brookline	172,566,000	87,006,000	1841	+924
162	BayBank Middlesex, Burlington	1,150,860,774	1,026,625,232	162	
1206	Old Colony B&T Co., Burlington	134,489,000	79,872,000	2044	+838
396	BayBank Harvard Trust Co., Cambridge	433,197,124	399,778,399	397	+1
568	Shawmut County Bank NA, Cambridge	276,516,000	194,537,000	754	+186
2446	Cambridge Trust Co., Cambridge	74,837,000	65,762,568	2572	+126
4060	Charlesbank Trust Co., Cambridge	47,694,000	30,968,000	5806	+1746
1839	First Bank, Chelmsford	95,277,248	85,079,397	1896	+57
294	BayBank Norfolk County Trust Co., Dedham	600,730,744	528,454,233	299	+5
1026	Durfee Attleboro Bank, Fall River	153,825,096	133,242,739	1101	+75
1791	Fall River Trust Co., Fall River	96,845,288	95,198,366	1661	
1918	Bank of New England-Bristol Cty. NA, Fall River	92,538,028	76,908,044	2137	+219
2841	Falmouth National Bank, Falmouth	65,236,019	59,154,993	2869	+28
4179	Falmouth Bank & Trust Co., Falmouth	46,580,000	40,300,000	4465	+286
2597	First Safety Fund NB, Fitchburg	70,572,000	70,343,000	2379	
850	Shawmut Community Bank NA, Framingham	185,771,000	162,830,000	885	+35
1480	Framingham Trust Co., Framingham	114,320,000	106,290,554	1425	
2403	Cape Ann Bank & Trust Co., Gloucester	76,053,914	60,848,000	2780	+377
3299	Pioneer National Bank-Franklin, Greenfield	57,133,000	50,143,070	3456	+157
3546	Shawmut Bank of Franklin Cty., Greenfield	53,562,028	49,817,856	3478	
2714	Old Colony Bk of No. Essex Cty. NA, Haverhill	68,039,762	45,915,733	3821	+1107
2041	Lincoln Trust Co., Hingham	87,177,000	65,463,000	2587	+546
1035	Old Colony Bank NA, Holyoke	153,059,119	125,732,363	1178	+143
3370	Hudson National Bank, Hudson	56,106,196	44,898,197	3938	+568
908	Cape Cod Bank & Trust Co., Hyannis	173,416,203	129,017,887	1142	+234
2618	Barnstable Cty. National Bank, Hyannis	69,981,832	50,854,620	3404	+786
279	Arlington Trust Co., Lawrence	640,715,000	582,201,000	271	
1139	Bank of New England-Bay State NA, Lawrence	139,786,000	116,216,000	1295	+156
623	Union National Bank, Lowell	252,266,000	253,194,000	575	
4083	Lowell Bank & Trust Co., Lowell	47,521,000	44,000,000	4018	
1351	Security National Bank, Lynn	122,828,000	95,604,000	1646	+295
1316	Malden Trust Co., Malden	125,704,414	69,090,218	2429	+1113
3026	Home National Bank, Milford	61,483,695	51,148,466	3379	+353
1443	USTrust Co., Milton	115,753,032	76,661,000	2144	+701
1750	Shawmut Needham Bank NA, Needham	99,033,000	76,927,647	2136	+386
1412	Shawmut Bk of Bristol Cty. NA, New Bedford	118,038,873	95,958,000	1636	+224
1938	BayBank Merchants NA, New Bedford	91,600,727	87,495,152	1832	
2222	Old Colony B & T Co. of Bristol Cty., New Bedford	81,424,012	66,370,840	2533	+311
3367	University Bank & Trust Co., Newton	56,198,336	49,689,818	3491	+124
3211	Shawmut Bk of Cape Cod NA, Orleans	58,405,841	51,334,701	3364	+153
560	Essexbank, Peabody	283,745,000	228,603,525	631	+71
838	First Agricultural Bank, Pittsfield	188,689,166	146,667,105	992	+154
1305	Berkshire Bank & Trust Co., Pittsfield	126,376,134	115,444,296	1314	+9
418	South Shore Bank, Quincy	411,467,132	345,874,950	449	+31
940	Hancock Bank & Trust Co., Quincy	167,364,221	142,231,242	1023	+83
739	Rockland Trust Co., Rockland	214,822,252	180,111,234	790	+51
4678	Hampshire National Bank, S. Hadley	42,307,673	40,791,126	4405	
2001	Shawmut Merchants Bank NA, Salem	88,709,000	88,483,000	1813	
3139	Naumkeag Trust Co., Salem	59,527,977	54,876,861	3105	
3454	Saugus Bank & Trust Co., Saugus	54,867,000	48,128,353	3615	+161
1582	Century Bank & Trust Co., Somerville	108,107,000	86,376,000	1863	+281
332	Third Nat'l Bank of Hampden Cty., Springfield	518,461,000	473,801,000	333	+1
346	BayBank Valley Trust Co., Springfield	494,072,000	468,529,169	337	
635	Shawmut First Bank & Trust Co., Springfield	246,022,000	208,243,000	696	+61
2253	Multibank National of Western Mass., Springfield	80,438,548	39,892,285	4510	+2257
775	First Bristol Cty. National Bank, Taunton	202,722,580	179,433,135	792	+17
1435	BayBank United NA, Taunton	116,625,189	114,265,010	1327	
1596	Guaranty-First Trust Co., Waltham	107,285,603	100,592,199	1541	
1162	Coolidge Bank & Trust Co., Watertown	137,839,000	123,035,688	1206	+44
1506	Old Colony B & T Co. of Norfolk Cty., Wellesley	112,763,226	72,729,548	2278	+772
2738	Park West Bank & Trust Co., West Springfield	67,645,190	59,695,487	2829	+91
3374	Old Colony Bank NA, Whitinsville	56,072,191	40,721,169	4415	+1041
278	Shawmut-Worcester County Bank NA, Worcester	642,487,000	635,771,000	252	
413	Guaranty Bank & Trust Co., Worcester	413,988,551	366,809,000	430	+17
901	Mechanics Bank, Worcester	175,361,985	147,725,146	985	+84
2116	Commerce Bank & Trust Co., Worcester	85,137,982	65,061,258	2603	+487
1331	Old Colony Bank NA, Yarmouth Port	124,460,251	84,439,971	1909	+578
	MICHIGAN				
1666	Commercial Savings Bank, Adrian	102,691,548	96,403,000	1625	
3298	Bank of Lenawee County, Adrian	57,140,000	57,452,000	2959	
4759	Adrian State Bank, Adrian	41,402,211	40,001,062	4501	
4407	Algonac Savings Bank, Algonac	44,438,602	42,947,466	4143	
2113	Bank of Alma, Alma	85,254,305	79,666,000	2053	
1693	Alpena Savings Bank, Alpena	101,720,401	102,373,616	1496	
1695	Peoples Bank & Trust, Alpena	101,647,729	96,690,428	1617	
	ANN ARBOR				
564	Ann Arbor Bank & Trust Co., Ann Arbor	279,084,500	264,175,677	555	
647	National Bank & Trust Co., Ann Arbor	242,856,943	211,956,000	683	+36
1487	Ann Arbor Trust Co., Ann Arbor	114,194,961	91,046,776	1761	+274
1508	Comerica Bank-Ann Arbor NA, Ann Arbor	112,663,000	99,301,000	1566	+58
2642	Michigan National Bank-Ann Arbor, Ann Arbor	69,520,000	27,586,000	6454	+3812
2096	Community Bank, Bad Axe	85,593,867	86,112,454	1870	
3771	First National Bank, Bad Axe	50,580,000	49,324,000	3517	
1366	Comerica Bank-Battle Creek, Battle Creek	121,898,000	101,452,000	1520	+154
521	Peoples Nat'l Bank & Trust Co., Bay City	310,264,000	275,574,000	535	+14
1828	Manufacturers Bank, Bay City	95,524,366	85,418,000	1885	+57
987	Inter-City Bank, Benton Harbor	161,473,564	150,571,111	959	
1043	Farmers & Merchants NB, Benton Harbor	151,866,000	134,997,000	1081	+38
2325	Central Michigan Bk & Tr, Big Rapids	78,249,000	72,342,000	2297	
4266	First National Bank & Trust, Big Rapids	45,749,524	44,538,050	3964	
4832	Fidelity Bank of Michigan, Birmingham	40,842,389	37,956,966	4757	
1728	Brighton State Bank, Brighton	99,761,986	92,721,000	1717	
4246	Michigan Bank-Livingston, Brighton	45,971,000	24,034,000	7263	+3017
4962	Byron Center State Bank, Byron Center	39,823,000	38,940,000	4897	
962	Cadillac State Bank, Cadillac	164,847,875	188,257,742	766	
4377	First Bank, Cadillac	44,855,000	42,876,000	4153	
4332	Merchants & Miners Bank, Calumet	45,084,181	43,259,021	4111	
4323	Capac State Savings Bank, Capac	45,180,216	43,586,922	4066	
1451	Michigan National Bank-Michiana, Cassopolis	115,207,000	100,877,000	1534	+83
2494	Citizens National Bank, Cheboygan	73,601,775	67,273,286	2497	+3
3517	Cheboygan Bank, Cheboygan	54,003,918	50,653,662	3416	
3717	Chelsea State Bank, Chelsea	51,295,961	46,722,912	3745	+28
2022	Chemical Bank-Clare, Clare	87,737,000	84,942,599	1899	
2098	Southern Michigan National Bank, Coldwater	85,565,034	79,787,428	2050	
2410	Branch Cty. Bank, Coldwater	75,762,000	75,272,000	2183	
4349	State Bank, Croswell	44,897,555	42,706,000	4183	
986	Dearborn Bank & Trust Co., Dearborn	161,526,000	146,686,149	991	+5
1114	Michigan National Bank-Dearborn, Dearborn	142,694,000	125,503,000	1180	+66
	DETROIT				
23	National Bank of Detroit, Detroit	7,342,643,000	7,536,248,000	21	
35	Comerica Bank-Detroit, Detroit	4,315,387,000	3,822,523,000	39	+4
52	Manufacturers National Bank, Detroit	3,424,475,000	3,492,007,000	44	
140 R	Michigan National Bank, Detroit	1,333,835,000	1,475,581,000	116	
228	City National Bank, Detroit	793,490,000	762,881,000	220	
241	Bank of the Commonwealth, Detroit	756,543,000	800,059,869	204	
1186	First State Bank, East Detroit	135,709,554	117,884,689	1280	+94
3015	Northwestern State Bank, East Jordan	61,686,000	59,526,000	2842	
1891	East Lansing State Bank, East Lansing	93,562,000	91,905,000	1740	
4137	Michigan Bank-Huron, East Tawas	46,952,000	43,669,000	4059	
2391	First National Bank & Trust Co., Escanaba	76,434,408	73,328,976	2254	
3721	State Bank, Escanaba	51,220,000	51,750,193	3315	
4295	Michigan NB-Farmington, Farmington Hills	45,470,000	36,186,000	4994	+699
2337	State Savings Bank, Fenton	77,888,000	69,375,000	2416	+79
3609	First National Bank, Fenton	52,719,055	42,359,000	4234	+625
200	Citizens Commercial & Savings Bank, Flint	934,505,254	885,803,913	185	
245	Genesee Merchants Bank & Trust Co., Flint	740,159,000	736,123,000	226	
583	Michigan Nat'l Bk-Mid Michigan, Flint	270,255,000	254,759,000	572	
557	Frankenmuth Bank & Trust, Frankenmuth	285,864,407	249,421,000	583	+26
2114	State Bank, Fraser	85,202,463	82,966,452	1954	
2585	Gaylord State Bank, Gaylord	70,852,000	67,345,324	2494	
2571	Mid Michigan Bank, Gladwin	71,314,026	64,363,466	2631	+60
4359	Pacesetter Bank-Southeast, Grand Blanc	44,808,243	38,708,969	4667	+308
1244	Pacesetter Bk & Tr-West, Grand Haven	131,722,155	130,720,045	1124	
1949	Peoples Bank & Trust Co., Grand Haven	91,079,909	95,857,000	1640	
149	Old Kent Bank & Trust Co., Grand Rapids	1,271,933,000	1,213,105,000	140	
337	Union Bank & Trust Co. NA, Grand Rapids	509,417,864	488,689,205	322	
3099	Grand Valley National Bank, Grandville	60,106,279	51,107,513	3380	+281
4581	First State Bank, Greenville	43,082,037	37,812,246	4785	+204
3915	Farmers & Merchants State Bank, Hale	48,934,000	48,045,000	3624	
575	Bank of Commerce, Hamtramck	273,509,745	261,046,717	559	
864	Liberty State Bank & Trust Co., Hamtramck	183,275,439	174,970,536	815	
2329	Peoples State Bank, Hamtramck	78,077,142	74,774,851	2200	
3917	Superior National Bank & Trust Co., Hancock	48,915,000	48,913,779	3548	
3839	Hastings City Bank, Hastings	49,900,000	48,122,000	3617	
2834	Hillsdale State Savings Bank, Hillsdale	65,394,263	61,126,542	2764	
2934	Hillsdale County National Bank, Hillsdale	63,392,178	60,561,675	2791	
1090	Peoples Bank, Holland	146,106,000	119,353,000	1252	+162
2470	First National Bank & Trust Co., Holland	74,091,979	72,775,455	2273	
2361	McPherson State Bank, Howell	77,142,000	71,651,000	2324	
3547	First National Bank, Howell	53,550,262	52,181,147	3286	
2289	First Security Bank, Ionia	79,166,120	80,434,965	2025	
3478	Ionia County National Bank, Ionia	54,534,534	50,906,164	3399	
3488	First National Bank, Iron Mountain	54,385,000	52,345,664	3278	
4120	Commercial National B&T Co., Iron Mountain	47,129,270	44,435,411	3977	
3773	First National Bank, Ironwood	50,557,611	46,839,316	3736	
4024	Miners' First Nat'l B&T Co., Ishpeming	48,045,000	47,800,000	3653	
3453	Commercial National Bank, Ithaca	54,880,000	52,366,000	3275	
613	Comerica Bank-Jackson NA, Jackson	257,382,443	235,929,678	611	
645	City Bank & Trust Co. NA, Jackson	243,205,204	245,090,710	590	
2166	Michigan Bank-Midwest, Jackson	83,491,000	61,808,000	2737	+571
322	First National Bank & Trust Co., Kalamazoo	549,414,903	528,429,323	300	
632	American NB&T Co. of Michigan, Kalamazoo	247,896,153	243,410,373	595	
993	Comerica Bank-Kalamazoo, Kalamazoo	159,628,171	147,404,843	989	
2480	Michigan National Bank-West, Kalamazoo	73,858,000	46,435,000	3768	+1288
3128	Chemical Bank, Lake City	59,696,071	56,532,769	3008	
128	Michigan National Bank, Lansing	1,476,491,000	1,369,334,000	123	
484	American Bank & Trust Co., Lansing	338,430,573	322,654,178	477	
673	Bank of Lansing, Lansing	232,447,801	204,828,000	712	+39
4034	NBD Commerce Bank, Lansing	47,947,900	40,940,324	4385	+351
2136	First National Bank, Lapeer	84,474,000	86,353,000	1864	
2167	Lapeer County Bank & Trust Co., Lapeer	83,449,821	77,195,927	2131	
3755	Michigan Bank-Mid South, Litchfield	50,775,000	51,059,000	3386	
677	Michigan National Bank-West Metro, Livonia	231,701,000	216,617,000	669	
2586	Comerica Bank-Livonia, Livonia	70,852,000	50,251,000	3446	+860
3577	Manufacturers Bank, Livonia	53,048,000	48,024,000	3629	+52
4692	First National Bank, Ludington	42,176,000	39,052,000	4616	
2493	Manistee Bank & Trust Co., Manistee	73,604,021	69,397,317	2415	
2824	Security National Bank, Manistee	65,505,841	65,188,000	2596	
1318	First National Bank & Trust Co., Marquette	125,410,516	129,560,913	1138	
4432	Union National Bank & Trust Co., Marquette	44,201,821	40,455,265	4447	+15
3736	Dart National Bank, Mason	51,054,000	43,538,000	4071	+335
4853	Mason State Bank, Mason	40,679,884	36,718,821	4928	+75
4161	First National Bank & Trust, Menominee	46,766,552	43,376,880	4097	
596	Chemical Bank & Trust Co., Midland	264,926,000	242,789,000	597	+1
1803	Comerica Bank-Midland, Midland	96,340,669	95,632,000	1645	
783	Monroe Bank & Trust, Monroe	201,310,501	196,594,510	750	
1275	First National Bank, Monroe	129,430,693	114,489,112	1320	+45
865	First National Bank, Mt. Clemens	182,744,289	194,941,524	753	
912	Mt. Clemens Bank, Mt. Clemens	172,979,483	162,164,467	891	
1789	Isabella Bank & Trust, Mt. Pleasant	96,919,000	74,985,893	2194	+405
3242	American Security Bank, Mt. Pleasant	58,002,898	52,509,004	3265	+23
660	Comerica Bank-Hackley NA, Muskegon	237,709,582	221,980,000	648	
931	Muskegon Bank & Trust Co., Muskegon	168,392,840	158,154,713	911	
1226	FMB-Lumberman's Bank, Muskegon	133,056,386	132,500,000	1108	
4373	First National Bank, Negaunee	44,666,000	44,651,000	3956	
929	Pacesetter Bank & Trust-Southwest, Niles	168,985,000	188,722,000	763	
2521	Michigan National Bank-West Oakland, Novi	72,807,839	65,544,000	2582	+61
861	Pacesetter Bank & Trust, Owosso	183,493,000	170,022,000	852	
2749	Key State Bank, Owosso	67,443,000	58,336,000	2903	+154
3849	Oxford Savings Bank, Oxford	49,764,000	46,222,501	3791	
1876	First National Bank & Trust Co., Petoskey	94,014,144	92,507,063	1725	
2634	State Bank & Trust Co., Petoskey	69,633,000	67,819,548	2481	
3777	Thumb National Bk & Tr Co., Pigeon	50,521,001	45,800,373	3832	+55
372	Pontiac State Bank, Pontiac	457,891,904	430,383,521	366	
409	Community National Bank, Pontiac	415,920,452	426,209,159	371	
628	Michigan Bank-Port Huron, Port Huron	249,379,000	200,307,000	730	+102
889	Peoples Bank, Port Huron	176,798,655	166,125,505	868	
3892	First NB of South Central Michigan, Quincy	49,187,188	47,793,000	3655	

R—Revised.

MICHIGAN—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
3179	Security Bank, Richmond	58,999,862	57,900,000	2937	
4725	National Bank, Rochester	41,753,857	38,627,854	4675	
1392	Roscommon State Bank, Roscommon	119,568,000	106,837,461	1390	
392	Wayne Oakland Bank, Royal Oak	437,224,000	426,732,762	370	
2922	National Bank, Royal Oak	63,532,000	52,174,000	3287	+365
425	Second National Bank, Saginaw	407,214,091	386,701,590	405	
1036	Michigan National Bank-Valley, Saginaw	153,014,944	141,337,000	1031	
1809	NBD Saginaw, Saginaw	96,114,000	95,305,000	1656	
1569	Commercial & Savings Bank, St. Clair	108,855,267	105,105,104	1446	
3223	Security Bank, St. Clair Shores	58,269,000	52,656,538	3255	+32
1571	Clinton Bank & Trust Co., St. Johns	108,725,968	104,080,000	1465	
3259	Central National Bank, St. Johns	57,722,593	50,829,349	3406	+147
1748	Peoples State Bank, St. Joseph	99,091,000	88,144,566	1821	+73
2568	Manufacturers Bank, Saline	71,404,000	58,495,000	2897	+329
2878	Citizens Bank, Saline	64,536,571	66,346,504	2537	
1885	Wolverine State Bank, Sandusky	93,677,987	89,309,125	1797	
2970	Sault Savings Bank, Sault Sainte Marie	62,586,000	61,244,386	2757	
4381	State Savings Bank, Scottville	44,632,241	38,878,000	4639	+258
1810	Citizens Trust & Savings Bank, South Haven	96,111,927	92,983,000	1706	
469	Michigan Nat'l Bank-Oakland, Southfield	348,139,000	317,535,000	482	+13
1286	Manufacturers Bank of Southfield NA, Southfield	128,079,000	105,708,000	1437	+151
1420	Comerica Bank-Southfield, Southfield	117,730,000	85,141,000	1893	+473
258	Security Bank & Trust Co., Southgate	712,048,000	667,020,081	246	
4162	Sparta State Bank, Sparta	46,727,650	43,697,294	4052	
2721	State Bank, Standish	67,908,016	66,164,386	2550	
3377	Chemical Bank Montcalm, Stanton	55,989,628	55,014,000	3098	
3729	Comerica Bank-Metro East NA, Sterling Heights	51,128,000	38,984,000	4624	+895
4013	Michigan NB-Sterling, Sterling Heights	48,231,000	39,500,000	4555	+542
2406	Citizens State Bank, Sturgis	75,930,183	68,684,000	2449	+43
3434	First National B & T Co., Sturgis	55,150,000	50,377,811	3437	+3
1910	National Bank Wyandotte-Taylor, Taylor	92,873,064	88,662,792	1805	
1773	United Savings Bank, Tecumseh	98,114,427	90,480,268	1772	
4273	First National Bank, Three Rivers	45,688,830	45,938,009	3817	
820	Pacesetter B&T-Grand Traverse, Traverse City	192,868,000	187,531,000	767	
1153	Empire National Bank, Traverse City	138,344,000	136,216,000	1071	
1822	National Bank & Trust Co., Traverse City	95,688,375	102,335,596	1497	
3589	Michigan NB-Grand Traverse, Traverse City	52,925,000	38,442,000	4694	+1105
800	Peoples Bank & Trust Co., Trenton	197,879,000	176,896,000	805	+5
1986	Trenton Bank & Trust Co., Trenton	89,222,000	88,623,000	1808	
620	Michigan Nat'l Bank-North Metro, Troy	254,680,000	250,294,000	581	
1912	Comerica Bank-Troy, Troy	92,695,000	63,826,000	2663	+751
871	Comerica Bank-Warren NA, Warren	181,422,000	139,302,000	1047	+176
1098	Warren Bank, Warren	145,022,424	138,140,000	1056	
1189	Michigan National Bank of Macomb, Warren	135,600,035	103,586,185	1472	+283
4139	United Community Bank, Wayland	46,944,685	43,529,379	4075	
3903	Wayne Bank, Wayne	49,069,000	48,344,000	3598	
3821	State Savings Bank, West Branch	50,176,792	45,776,262	3837	+16
631	Wyandotte Savings Bank, Wyandotte	248,590,380	236,939,075	608	
734	Michigan National Bank-Central, Wyoming	216,506,000	135,010,000	1080	+346
1723	Ypsilanti Savings Bank, Ypsilanti	99,981,029	87,805,000	1825	+102
3174	National Bank, Ypsilanti	59,059,007	66,529,555	2527	
661	FMB-First Michigan Bank, Zeeland	237,413,083	230,831,000	625	

MINNESOTA

4339	Stearns Cty. National Bank, Albany	45,030,000	40,798,700	4404	+65
3524	First Northwestern NB, Albert Lea	53,940,000	50,451,293	3432	
4445	First Bank NA-Albert Lea, Albert Lea	44,064,000	44,079,000	4007	
3268	First National Bank, Alexandria	57,568,000	53,005,000	3232	
3970	First American Bank & Trust, Alexandria	48,497,593	43,244,071	4114	+144
1749	First National Bank, Anoka	99,057,000	91,972,000	1738	
1588	First National Bank, Austin	107,899,000	98,180,000	1584	
3954	Northwestern State Bank, Austin	48,601,000	47,338,577	3694	
4913	First State Bank, Bayport	40,133,000	34,704,752	5212	+299
2371	First National Bank, Bemidji	76,914,748	69,335,827	2417	+46
4570	Northern National Bank, Bemidji	43,187,646	36,684,274	4932	+362
4509	Swift Cty. Bank, Benson	43,627,768	40,744,000	4410	
780	Northwestern NB Southwest, Bloomington	201,622,677	197,589,231	745	
1648	Community State Bank, Bloomington	103,544,000	87,498,942	1831	+183
3018	First National Bank, Brainerd	61,632,000	58,037,000	2929	
3568	Citizens State Bank, Brainerd	53,231,989	51,453,000	3348	
4753	Buffalo National Bank, Buffalo	41,462,752	38,659,263	4673	
4467	Peoples State Bank, Cambridge	43,937,000	44,562,794	3962	
3439	First National Bank, Cloquet	55,091,225	47,318,602	3695	+256
4388	Marquette State Bank, Columbia Heights	44,563,520	38,735,314	4661	+273
4313	First National Bank, Crookston	45,293,256	47,409,971	3685	
4949	First American Bank, Crookston	39,899,197	38,391,234	4701	
3566	Crystal State Bank, Crystal	53,251,000	47,685,000	3666	+100
3644	First American Bank, Detroit Lakes	52,261,895	49,943,858	3470	
814	First National Bank, Duluth	193,958,856	199,419,000	736	
909	First Bank NA, Duluth	173,408,000	159,551,000	906	
3426	First Bank NA-Duluth-West, Duluth	55,251,824	53,826,104	3171	
1040	First Edina National Bank, Edina	152,487,200	144,863,000	1006	
1196	First Southdale Nat'l Bk, Edina	135,101,000	134,663,000	1086	
4975	First Northwestern National Bank, Ely	39,600,811	36,369,018	4972	
4449	First Northwestern National Bank, Eveleth	44,052,000	25,595,000	6913	+2464
3919	Minnetonka State Bank, Excelsior	48,911,915	47,563,639	3674	
3686	First National Bank, Fairmont	51,694,000	48,157,000	3613	
4059	Martin Cty. National Bank, Fairmont	47,697,000	42,563,000	4200	+141
2148	First Northwestern Nat'l Bank, Faribault	84,217,385	79,449,000	2061	
3491	State Bank, Faribault	54,348,019	50,018,000	3463	
2418	Northwestern Nat'l Bank, Fergus Falls	75,501,911	68,608,797	2452	+34
3741	First National Bank, Fergus Falls	51,005,000	48,547,000	3579	
4196	Security Bank & Trust Co., Glencoe	46,429,981	38,882,205	4638	+442
3618	Golden Valley St. Bk, A United Bank, Golden Valley	52,634,000	47,108,000	3715	+97
2592	First Northwestern NB, Grand Rapids	70,649,743	64,892,000	2606	+14
3565	Grand Rapids State Bank, Grand Rapids	53,264,000	49,795,000	3481	
3727	Northwestern National Bank, Hastings	51,150,000	51,013,000	3389	
2583	First National Bank, Hibbing	70,640,000	63,039,000	2688	+95
3940	Security State Bank, Hibbing	48,700,135	43,427,139	4089	+149
1240	First National Bank, Hopkins	132,035,000	122,622,000	1211	
1399	Northwestern National BankWest, Hopkins	119,246,877	114,180,328	1329	
2456	Citizens Bank & Trust Co., Hutchinson	74,384,000	65,264,600	2593	+137
4518	First National Bank, International Falls	43,581,000	32,745,460	5508	+990
4881	First Bank NA-Little Falls, Little Falls	40,427,000	39,314,000	4579	
4251	First National Bank, Long Prairie	45,925,418	42,163,299	4249	
1498	Northwestern National Bank, Mankato	113,389,164	97,271,000	1606	+108
1967	First National Bank, Mankato	89,870,000	85,022,000	1897	
4845	American State Bank of Mankato, Inc., Mankato	40,713,000	34,989,000	5185	+320
2365	Northwestern St Bk Northwest, Maple Grove	76,671,683	68,207,657	2546	+161
1916	First Northwestern NB, Marshall	92,640,797	78,988,879	2072	+156

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
	MINNEAPOLIS				
48	First National Bank, Minneapolis	3,575,182,000	3,173,563,000	50	+2
55	Northwestern Nat'l Bank, Minneapolis	3,137,712,000	3,279,847,000	47	
181	F&M Marquette National Bank, Minneapolis	1,035,409,000	216,000,000	664	+483
542	National City Bank, Minneapolis	291,978,000	279,911,941	530	
694	Midland National Bank, Minneapolis	226,686,452	222,714,508	646	
1124	Central Northwestern NB, Minneapolis	141,671,000	126,583,515	1168	+44
1279	First Minnehaha Nat'l Bank, Minneapolis	128,904,614	124,818,801	1188	
1661	Fidelity Bank & Trust Co., Minneapolis	102,977,000	98,116,000	1587	
1787	Fifth Northwestern NB, Minneapolis	96,995,498	85,476,000	1884	+97
1806	First Bloomington Lake NB, Minneapolis	96,195,000	93,896,000	1689	
2240	Camden Northwestern State Bank, Minneapolis	80,983,457	75,281,815	2182	
3302	Third Northwestern Nat'l Bank, Minneapolis	57,073,881	56,542,273	3007	
4275	Northwestern National Bank-South, Minneapolis	45,655,706	46,427,000	3769	
4309	Second Northwestern NB, Minneapolis	45,356,096	45,670,072	3853	
4672	First Produce State Bank, Minneapolis	42,389,000	39,929,000	4505	
4973	Northeast State Bank, Minneapolis	39,660,556	36,499,162	4955	
2985	First National Bank, Montevideo	62,308,728	56,952,348	2985	
4831	Northwestern State Bank, Montevideo	40,858,000	37,094,000	4880	+49
1672	First National Bank, Moorhead	102,537,000	102,003,000	1509	
3474	American Bank & Trust Co., Moorhead	54,590,854	52,430,491	3271	
2873	First State Bank, New Brighton	64,610,000	63,632,183	2667	
3990	State Bank & Trust Co., New Ulm	48,347,000	49,390,000	3510	
4514	Citizens State Bank, New Ulm	43,592,000	40,324,000	4463	
2512	Northwestern National Bank, Owatonna	72,990,000	75,836,000	2161	
4536	First National Bank, Owatonna	43,424,000	41,731,000	4294	
3980	First National Bank, Pipestone	48,420,000	44,152,000	3998	+18
4127	Princeton State Bank, Princeton	47,045,872	43,584,295	4069	
3506	Goodhue County Nat'l Bank, Red Wing	54,170,544	54,143,736	3152	
4503	First Northwestern National Bank, Red Wing	43,657,269	41,232,448	4349	
3165	First Northwestern NB, Redwood Falls	59,132,000	55,419,000	3068	
1517	Richfield Bank & Trust Co., Richfield	112,229,000	102,451,000	1495	
1646	First Robbinsdale State Bank, Robbinsdale	103,614,000	92,254,000	1733	+87
878	Northwestern National Bank, Rochester	179,523,000	151,490,851	949	+71
1105	First National Bank, Rochester	143,663,000	131,695,000	1117	+12
2455	Marquette Bank & Trust Co., Rochester	74,425,938	75,977,341	2159	
4298	Citizens State Bank, Roseau	45,452,543	39,425,000	4564	+266
3882	Roseville State Bank, Roseville	49,402,340	48,414,105	3592	
4243	North Star State Bank, Roseville	45,998,985	39,405,000	4568	+325
4641	St. Anthony National Bank, St. Anthony Village	42,549,000	42,466,201	4217	
1680	First American National Bank, St. Cloud	102,249,458	100,107,075	1553	
2243	Zapp National Bank, St. Cloud	80,937,000	74,229,000	2220	
2938	Northwestern Bk & Tr Co., St. Cloud	63,320,863	58,513,200	2896	
3390	St. Cloud National Bank & Trust Co, St. Cloud	55,754,000	50,916,000	3397	+7
2794	Citizens State Bank, St. Louis Park	66,407,809	40,080,000	4493	+1699
3364	Park National Bank, St. Louis Park	56,316,316	41,249,389	4347	+983
4587	First Western State Bank, St. Louis Park	43,049,353	37,990,462	4753	+166
4760	Shelard National Bank, St. Louis Park	41,401,000	28,277,000	6318	+1558
	ST. PAUL				
88	First National Bank, St. Paul	2,096,691,000	2,012,186,000	81	
516	Northwestern National Bank, St. Paul	313,145,000	289,597,000	512	
592	American Nat'l Bk. & Tr. Co., St. Paul	267,158,000	281,763,000	523	
897	Midway National Bank, St. Paul	176,036,709	170,991,000	840	
1449	Commercial State Bank, St. Paul	116,441,000	105,039,958	1448	+10
1663	First State Bank, St. Paul	102,872,000	95,995,000	1634	
1978	First Grand Avenue State Bank, St. Paul	89,493,888	80,620,000	2020	+42
2256	Eastern Heights State Bank, St. Paul	80,378,116	65,643,302	2577	+321
2704	Northwestern State Bank, St. Paul	68,213,000	64,754,000	2611	
2755	First Security State Bank, St. Paul	67,277,000	61,355,000	2754	
2975	Liberty State Bank, St. Paul	62,530,743	55,236,892	3080	+105
3679	First Merchants State Bank, St. Paul	51,778,000	47,751,000	3858	
4535	Highland Bank, St. Paul	43,425,000	39,776,667	4527	
4860	Western State Bank, St. Paul	40,632,000	34,961,046	5170	+310
4039	First National Bank, St. Peter	47,893,696	41,470,596	4320	+281
4688	Northwestern State Bank, Sauk Rapids	42,204,000	37,843,146	4780	+92
2044	Northwestern Nat'l Bk, South St. Paul	87,125,584	77,457,000	2119	+75
3096	Drovers First American Bank, South St. Paul	60,175,249	64,094,753	2644	
2429	First National Bank, Stillwater	75,264,000	62,022,000	2730	+301
3088	First Northwstrn St. Bk, Thief River Falls	60,242,314	54,760,000	3118	+30
3957	Northern State Bank, Thief River Falls	48,587,569	44,421,638	3979	+22
4977	Northwestern State Bank, Tracy	39,584,000	37,924,000	4761	
2247	First National Bank, Virginia	80,724,470	78,622,061	2087	
2565	Northwestern State Bank, Virginia	71,424,809	70,144,835	2387	
1954	Wayzata Bank & Trust Co., Wayzata	90,852,000	76,126,000	2154	+200
3450	Signal Hills State Bank, West St. Paul	54,927,000	45,497,000	3872	+422
2983	First State Bank, White Bear Lake	62,372,000	62,737,427	2702	
3222	First American Bank & Trust Co., Willmar	58,277,000	58,045,000	2928	
3271	First National Bank, Willmar	57,541,000	57,790,000	2947	
4891	First National Bank, Windom	40,349,000	37,287,000	4846	
4900	Windom State Bank, Windom	40,236,558	34,203,755	5284	+384
1407	Merchants National Bank, Winona	118,719,109	114,265,244	1326	
1886	First Northwestern Nat'l Bk, Winona	93,677,000	82,429,624	1974	+88
2967	Winona National & Savings Bank, Winona	62,670,000	58,211,000	2914	
2573	First National Bank, Worthington	71,161,000	72,641,460	2281	
4074	State Bank, Worthington	47,604,818	43,789,000	4043	

MISSISSIPPI

4772	Security Bank, Amory	41,279,000	36,842,000	4912	+140
3641	Batesville Security Bank, Batesville	52,286,000	45,049,967	3925	+284
3074	Merchants Bank & Trust Co., Bay St. Louis	60,420,674	57,009,039	2979	
2821	Commonwealth Bank, Bay Springs	65,546,891	60,026,000	2816	
3255	Citizens Bank & Trust Co., Belzoni	57,782,000	51,801,009	3310	+55
2398	Peoples Bank, Biloxi	76,140,998	68,935,506	2437	+39
1823	Rankin County Bank, Brandon	95,665,140	87,690,240	1827	+4
1577	Brookhaven Bank & Trust Co., Brookhaven	108,461,000	98,447,206	1576	
2426	Canton Exchange Bank, Canton	75,335,000	64,708,000	2614	+188
3678	Carthage Bank, Carthage	51,794,431	48,560,657	3576	
790	United Southern Bank, Clarksdale	200,099,649	197,678,663	744	
3427	First National Bank, Clarksdale	55,219,799	50,941,108	3395	
2769	Cleveland State Bank, Cleveland	66,891,000	65,845,000	2568	
2799	Citizens Bank, Columbia	66,208,750	60,160,615	2807	+8
1783	First-Columbus National Bank, Columbus	97,310,626	93,303,559	1699	
3660	Merchants & Farmers Bank, Columbus	51,988,248	54,461,284	3137	
2433	Security Bank, Corinth	75,109,333	63,539,034	2671	+238
3282	National Bank of Commerce, Corinth	57,385,000	50,223,915	3448	+166
3781	Merchants & Manufacturers Bank, Ellisville	50,493,000	43,369,000	4100	+319
2111	First National Bank, Greenville	85,304,551	82,880,805	1959	
4302	Bank of Commerce, Greenwood	45,421,848	37,293,535	4840	+538
381	Grenada Bank, Grenada	452,824,474	442,161,168	355	
424	Hancock Bank, Gulfport	406,994,144	357,181,591	440	+16
4016	Gulf National Bank, Gulfport	48,213,000	46,080,000	3809	
476	First Mississippi Nat'l Bank, Hattiesburg	346,035,722	354,206,342	443	
4415	Bank of Hazlehurst, Hazlehurst	44,348,000	40,128,112	4490	+75
4965	Merchants & Planters Bank, Hazlehurst	39,720,815	37,270,705	4850	

MISSISSIPPI—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	Dec. 31, 1981 $	Rank 1981	Gain
3945	Hernando Bank, Hernando	48,671,000	42,939,274	4147	+202
137	Deposit Guaranty National Bank, Jackson	1,386,523,000	1,288,672,000	133	
163	First National Bank, Jackson	1,146,037,863	1,134,655,000	152	
615	Mississippi Bank, Jackson	256,609,362	255,577,122	568	
1029	Great Southern National Bank, Jackson	153,660,000	154,675,991	929	
1681	Merchants & Farmers Bank, Koscuisko	102,215,281	90,284,628	1777	+96
1308	Commercial Nat'l Bank & Trust Co., Laurel	126,178,551	116,159,039	1296	
1521	First National Bank, Laurel	112,096,934	105,923,979	1433	
4351	Bank of Laurel, Laurel	44,888,603	39,561,000	4551	+200
408	First NB of Holmes Cty., Lexington	47,575,607	45,124,114	3919	
4956	Citizens Bank & Trust Co., Louisville	39,806,553	36,621,593	4938	
4661	Bank of Lucedale, Lucedale	42,425,185	38,857,019	4641	
4226	Merchants & Farmers Bank, Macon	46,153,267	44,080,000	4006	
1734	First Bk of Southwest Miss., McComb	99,572,448	92,472,000	1726	
1195	Merchants & Farmers Bank, Meridian	135,133,994	120,692,598	1236	+41
1239	Citizens National Bank, Meridian	132,080,000	119,752,000	1251	+12
1746	First United Bank of Mississippi, Meridian	99,107,102	87,981,000	1823	+77
1658	Pascagoula-Moss Point Bank, Moss Point	103,114,062	96,034,610	1633	
2778	Britton & Koontz First Nat'l Bank, Natchez	66,747,000	58,522,000	2894	+116
4093	First Natchez Bank, Natchez	47,429,000	38,417,000	4823	+730
2338	First National Bank, New Albany	77,815,858	69,040,812	2432	+94
3247	Bank of New Albany, New Albany	57,961,934	51,552,625	3336	+89
3493	Newton County Bank, Newton	54,334,433	51,687,544	3322	
2843	First NB of the South, Ocean Springs	65,229,228	59,578,137	2839	
4919	First National Bank, Oxford	40,077,000	36,429,980	4965	+46
1900	Merchants & Marine Bank, Pascagoula	93,316,862	82,592,788	1969	+69
3391	Citizens Bank, Philadelphia	55,738,532	50,341,667	3438	+47
4070	First National Bank, Pontotoc	47,618,000	43,382,000	4096	+26
4527	South Mississippi Bank, Prentiss	43,487,295	34,824,000	5189	+662
4924	Southeast Mississippi Bank, Quitman	40,037,000	34,807,599	5195	+271
2747	Peoples Bank, Ripley	67,473,228	60,639,294	2787	+40
2902	Planters Bank & Trust Co., Ruleville	64,100,000	57,857,318	2942	+40
777	National Bank of Commerce, Starkville	202,203,431	191,068,374	757	
1641	Security State Bank, Starkville	103,892,936	89,752,966	1787	+146
395	Bank of Mississippi, Tupelo	434,370,293	365,343,384	432	+37
604	Peoples Bank & Trust Co., Tupelo	261,962,419	246,744,676	586	
1063	First Citizens National Bank, Tupelo	149,519,254	118,330,244	1268	+205
895	Peoples Bank of Mississippi NA, Union	176,389,000	151,145,635	952	+57
1298	First National Bank, Vicksburg	127,060,140	110,773,951	1366	+68
1538	Merchants National Bank, Vicksburg	111,120,000	96,905,668	1613	+75
3860	American Bank, Vicksburg	49,580,266	48,602,000	3570	
2517	First State Bank, Waynesboro	72,844,793	69,186,331	2425	
3895	Bank of Yazoo City, Yazoo City	49,141,322	47,645,863	3668	

MISSOURI

3966	Gentry Cty. Bank, Albany	48,537,000	45,705,000	3849	
3859	CharterBank Aurora, Aurora	49,587,000	44,155,000	3997	+138
3032	Boatmen's Bank of West Cty., Ballwin	61,358,273	53,440,000	3196	+164
4931	Bethany Trust Co, Bethany	40,005,690	36,103,575	5007	+76
2638	Blue Springs Bank, Blue Springs	69,554,000	60,068,401	2813	+175
4175	Commerce Bank, Bolivar	46,646,799	46,756,000	3742	
3896	Centerre Bank of Branson, Branson	49,125,878	44,586,175	3960	+64
3140	Brentwood Bank, Brentwood	59,495,000	54,936,554	3101	
2013	Mark Twain State Bank, Bridgeton	88,136,000	93,917,000	1687	
4158	CharterBank Butler, Butler	46,780,000	43,400,000	4093	
2905	First NB of Linn Creek, Camdenton	64,020,228	59,183,395	2864	
1436	Boatmen's Bank, Cape Girardeau	116,483,508	106,810,000	1413	
1905	Centerre Bank of Cape Girardeau NA, Cape Girardeau	93,165,000	75,411,528	2178	+273
4104	Cape Mercantile B&T Co., Cape Girardeau	47,312,000	41,387,955	4330	+226
2756	CharterBank of Carthage, Carthage	67,255,400	61,442,000	2751	
4820	United Missouri Bank of Carthage, Carthage	40,933,000	41,009,000	4376	
4534	First State Bank, Caruthersville	43,428,322	43,478,327	4081	
4250	CharterBank Cassville NA, Cassville	45,926,211	39,783,000	4526	+276
4888	Commerce Bank of Barry Cty., Cassville	40,388,705	37,575,335	4808	
4417	First Security State Bank, Charleston	44,340,943	42,252,650	4242	
2594	Centerre Bank of Chesterfield, Chesterfield	70,620,000	50,247,082	3447	+853
3013	Mark Twain Parkway Bank, Chesterfield	61,709,720	58,183,000	2918	
2012	Citizens Bank & Trust Co., Chillicothe	88,152,422	79,412,000	2064	+52
3580	Chillicothe State Bank, Chillicothe	53,015,000	49,323,000	3518	
390	County Bank of St. Louis, Clayton	440,812,657	410,458,807	386	
1182	Metro Bank/Clayton, Clayton	136,130,458	101,858,000	1513	+331
1440	First National Bank, Clayton	116,258,547	94,870,438	1670	+230
3744	Central Bank, Clayton	50,982,960	45,718,000	3846	+102
4777	Union State Bank, Clinton	41,270,062	34,971,000	5169	+392
1126	Boone Cty. National Bank, Columbia	141,446,195	141,827,000	1025	
1779	Centerre Bank of Columbia, Columbia	97,486,000	84,497,000	1907	+128
2016	First Nat'l Bank & Trust Co., Columbia	87,920,000	74,029,000	2228	+212
4726	Commerce Bank of Columbia NA, Columbia	41,737,790	38,803,175	4650	
1760	First Missouri B&T Co., Creve Coeur	98,668,125	97,409,627	1604	
1868	Landmark Bank of Creve Coeur, Creve Coeur	94,242,496	72,933,000	2269	+401
2269	Colonial Bank, Des Peres	79,988,000	77,627,000	2116	
4796	Mercantile Bank, Eldon	41,132,000	35,350,000	5111	+315
4756	CharterBank Excelsior Springs, Excelsior Springs	41,457,000	40,744,000	4411	
3068	Mercantile Bank, Farmington	60,552,000	53,086,000	3222	+154
2616	United Missouri Bank, Ferguson	70,045,000	64,340,000	2634	+18
3520	Commerce Bank, Festus	53,984,938	46,218,044	3793	+273
1811	Centerre Bank of Florissant, Florissant	96,105,147	84,629,871	1906	+95
3627	Commerce Bank, Florissant	52,479,776	48,212,736	3608	
3604	Boatmen's Bank of Taney Cty., Forsyth	52,768,000	45,460,000	3876	+272
3733	New Era Bank, Fredericktown	51,102,000	46,312,000	3786	+53
3404	Callaway Bank, Fulton	55,620,000	47,165,000	3706	+302
4737	First National Bank, Gallatin	41,629,000	38,375,000	4705	
2926	First National Bank, Gladstone	63,501,194	49,705,840	3487	+561
4909	Hannibal National Bank, Hannibal	40,169,000	35,950,000	5029	+120
1836	Centerre Bank of Independence NA, Independence	95,338,992	85,499,889	1882	+46
2095	Noland Road Mercantile Bk., Independence	85,639,219	80,948,467	2009	
3701	Standard State Bank, Independence	51,503,000	45,573,097	3860	+159
4124	Jackson Exchange Bank & Tr Co., Jackson	47,071,340	37,910,011	4765	+641
4964	Cape Cty. Bank, Jackson	39,726,000	31,408,000	5730	+766
784	Central Trust Bank, Jefferson City	201,034,684	218,016,228	663	
1404	Exchange National Bank, Jefferson City	118,815,000	102,170,000	1505	+101
3598	Jefferson Bank, Jefferson City	52,867,388	45,495,972	3873	+275
1202	Landmark North Cty. B&T Co., Jennings	134,715,000	116,178,000	1273	+71
2404	Charter Bank, Jennings	75,948,000	70,165,000	2384	
1193	First Nat'l Bk & Tr Co., Joplin	135,173,577	129,136,727	1140	
3323	Commerce Bank, Joplin	56,828,956	52,869,816	3236	
4637	First State Bank, Joplin	42,620,000	35,578,863	5080	+443

KANSAS CITY

204	United Missouri Bank of Kansas City NA, Kansas City	922,991,000	846,018,000	191	
221	Commerce Bank of Kansas City NA, Kansas City	819,200,000	783,363,000	210	
226	First National Bank, Kansas City	799,973,000	770,203,000	215	
608	Centerre Bank of Kansas City NA, Kansas City	258,468,782	215,459,000	673	+65
807	Boatmen's Bank & Trust Co., Kansas City	195,429,208	170,034,000	851	+44
1003	Mercantile B&T Co., Kansas City	158,198,765	151,110,866	953	
1766	Traders Bank, Kansas City	98,276,458	128,574,027	1147	
1860	Blue Ridge Bk & Tr Co., Kansas City	94,394,000	78,369,000	2091	+231
2077	Merchants Bank, Kansas City	86,175,124	79,576,975	2056	
2100	Plaza Bank & Trust Co., Kansas City	85,502,000	86,430,506	1861	
2414	City Bank & Trust Co., Kansas City	75,571,000	72,056,000	2312	
2428	Goppert Bank & Trust Co., Kansas City	75,266,760	65,882,000	2585	+137
2472	Westport Bank, Kansas City	74,054,000	74,704,000	2203	
2725	Metro North State Bank, Kansas City	67,821,000	40,661,276	4422	+1697
2893	Kansas City Bank & Trust Co., Kansas City	64,253,000	76,758,000	2142	
2943	American Bank & Trust Co., Kansas City	63,140,848	59,905,671	2820	
2981	United Missouri Bank So., Kansas City	62,459,000	59,930,000	2817	
3037	Red Bridge Mercantile Bank, Kansas City	61,238,155	55,640,754	3057	+20
3330	Charter Bank Ward Parkway NA, Kansas City	56,753,000	57,141,000	2971	
3340	Boatmen's North Hills Bank, Kansas City	56,620,343	49,185,600	3530	+190
3423	United Mo Bk of Blue Valley, Kansas City	55,326,000	51,702,000	3320	
3628	United Mo. Bk of H.M., Kansas City	52,478,000	47,031,000	3718	+90
3734	Mark Twain Plaza Bank, Kansas City	51,101,000	40,558,000	4435	+701
3830	Mark Twain Empire Bank, Kansas City	50,047,000	51,641,789	3328	
3842	University Bank, Kansas City	49,861,660	47,513,097	3679	
4134	Livestock Nat'l Bank, Kansas City	46,973,139	40,173,186	4481	+347
4199	Peoples Mercantile Bank, Kansas City	46,412,466	41,515,762	4315	+116
4232	Metropolitan Bank, Kansas City	46,119,000	32,005,280	5638	+1406
4465	Broadway National Bank, Kansas City	43,949,789	35,655,000	5073	+608
4947	Country Club Bank, Kansas City	39,919,000	36,596,625	4941	
2089	Centerre Bank of Kennett, Kennett	85,885,829	78,760,863	2078	
4111	First National Bank, Kirksville	47,227,000	40,275,000	4469	+358
4229	Bank of Kirksville, Kirksville	46,140,826	45,689,432	3850	
2211	Commerce Bank NA, Kirkwood	81,813,421	70,147,314	2386	+175
3335	United Missouri Bank, Kirkwood	56,700,000	54,440,000	3138	
1959	Mark Twain National Bank, Ladue	90,310,000	83,880,000	1924	
3342	Landmark Bank of Ladue, Ladue	56,607,000	45,305,000	3895	+553
3253	Commerce Bank of Lebanon NA, Lebanon	57,853,754	54,796,989	3112	
4793	Charter Bank Lebanon NA, Lebanon	41,147,000	35,343,000	5113	+320
4934	Central Bank, Lebanon	39,993,900	34,324,000	5266	+332
3178	Midland Bank, Lee's Summit	59,001,577	49,962,184	3468	+290
3465	CharterBank Lee's Summit, Lee's Summit	54,695,000	51,253,000	3371	
4619	Commercial Bank of Liberty NA, Liberty	42,813,000	40,883,000	4396	
4998	Centerre Bank of Liberty NA, Liberty	39,459,175	37,482,765	4815	
3800	Macon-Atlanta State Bank, Macon	50,385,509	45,928,762	3819	+19
4971	Malden State Bank, Malden	39,691,000	35,817,000	5050	+79
2956	Pioneer Bank & Trust Co., Maplewood	62,885,000	61,627,963	2743	
3048	Citizens NB of Gr. St. Louis, Maplewood	61,054,000	52,853,000	3237	+189
2767	Wood & Huston Bank, Marshall	66,982,694	62,117,512	2728	
4450	CharterBank Marshall, Marshall	44,047,530	39,003,133	4623	+173
2185	Nodaway Valley Bank, Maryville	82,931,226	80,261,208	2030	
3507	Citizens State Bank, Maryville	54,169,389	54,825,474	3109	
4125	Mercantile Bank of Memphis, Memphis	47,067,000	43,793,079	4042	
2604	Commerce Bank of Mexico NA, Mexico	70,399,654	69,328,980	2418	
2305	City Bank & Trust Co., Moberly	78,706,000	67,108,000	2505	+200
4172	Commerce Bank of Moberly NA, Moberly	46,659,310	45,051,577	3924	
4103	United Missouri Bank, Monett	47,317,000	43,224,000	4116	+13
3716	Centerre Bank of Neosho, Neosho	51,305,503	46,669,185	3749	+33
4119	Bank of Neosho, Neosho	47,144,517	43,009,394	4136	+17
2820	Centerre Bank of North Kansas City NA, North Kansas City	65,575,470	59,044,121	2873	+53
3707	Bank of Odessa, Odessa	51,459,000	45,442,000	3877	+170
3177	Bk of the Lake of the Ozarks, Osage Beach	59,006,617	55,117,115	3089	
3738	Charter Bank, Overland	51,044,995	47,859,940	3648	
2729	Commerce Bank, Poplar Bluff	67,792,724	62,380,755	2718	
2846	Bank of Poplar Bluff, Poplar Bluff	65,208,000	59,943,537	2878	+32
2219	Boatmen's Raytown Bank, Raytown	81,530,298	75,307,357	2179	
3999	American Bank, Raytown	48,295,000	43,092,000	4127	+128
3906	American Bank, Richmond	49,038,000	44,562,000	3963	+57
3941	Centerre Bank of Rolla, Rolla	48,686,000	39,249,000	4589	+648
2780	Landmark Northwest Plaza Bank, St. Ann	66,726,483	58,203,000	2915	+135
4732	Bank of St. Ann, St. Ann	41,678,735	39,885,695	4511	
2205	First National Bank, St. Charles	82,072,261	71,493,372	2331	+126

ST. JOSEPH

721	First National Bank, St. Joseph	219,861,000	197,951,000	743	+22
730	American National Bank, St. Joseph	217,322,527	188,265,220	765	+35
2112	United Missouri Bank, St. Joseph	85,267,000	79,800,000	2049	
3309	Commerce Bank of St. Joseph NA, St. Joseph	56,972,104	57,010,494	2978	
4109	Belt American Bank, St. Joseph	47,243,656	40,935,599	4387	+278

ST. LOUIS

76	Mercantile Trust Co. NA, St. Louis	2,452,331,000	2,243,394,000	73	
86	Centerre Bank NA, St. Louis	2,105,546,000	2,347,075,000	69	
234	Boatmen's National Bank, St. Louis	779,609,000	729,250,000	228	
701	County Bank of Tower Grove, St. Louis	225,024,000	225,208,000	642	
702	Bank of St. Louis, St. Louis	224,951,000	223,156,000	645	
869	Metro Bank/St. Louis, St. Louis	181,783,269	164,023,797	877	+8
1104	Commerce-Manchester Bank NA, St. Louis	144,046,000	146,230,125	997	
1176	South Side National Bank, St. Louis	136,678,809	118,983,014	1258	+82
1552	Cass Bank & Trust Co., St. Louis	109,828,000	112,529,000	1345	
1587	Southwest Bank, St. Louis	107,902,830	123,857,225	1197	
1669	Manufacturers B&T Co., St. Louis	102,622,000	105,916,000	1434	
1996	Baden Bank, St. Louis	88,828,479	75,253,776	2185	+189
2027	Mercantile-Commerce Trust Co., St. Louis	87,614,000	80,709,000	2018	
2093	Jefferson Bank & Trust Co., St. Louis	85,658,659	80,990,336	2004	
2218	Southern Commercial Bank, St. Louis	81,541,000	73,171,000	2260	+42
2282	Lindell Trust Co., St. Louis	79,481,501	78,595,000	2068	
2431	American National Bank, St. Louis	75,115,000	73,627,857	2241	
2698	Jefferson-Gravois Bank, St. Louis	68,376,853	68,634,033	2451	
2745	City Bank, St. Louis	67,513,000	58,516,000	2895	+150
3126	Boatmen's West Port Bank, St. Louis	59,709,000	43,683,000	4056	+930
3912	Chippewa Bank, St. Louis	48,984,000	48,596,000	3571	
4146	Commerce Bank of Mound City, St. Louis	46,861,960	40,321,356	4464	+318

ST. LOUIS COUNTY

841	Lemay Bank & Trust Co., St. Louis County	187,923,451	173,909,000	823	
884	Gravois Bank, St. Louis County	177,879,000	151,348,000	950	+66
1317	Mark Twain So. Cty. Bk., St. Louis County	125,541,445	121,163,000	1233	
1899	Mark Twain Northland Bk, St. Louis County	93,388,000	104,411,000	1461	
2128	Boatmen's Bank, St. Louis County	84,822,000	70,903,000	2357	+229
2244	Mercantile National Bank, St. Louis County	80,909,867	68,434,000	2460	+216
2268	St. Johns B&T Co., St. Louis County	79,187,000	74,139,837	2223	
3252	Lewis & Clark Merc. Bank, St. Louis County	57,861,502	46,291,505	3783	+536
3306	Landmark Central B&T Co., St. Louis County	57,020,000	58,870,794	2680	
4893	Mark Twain Saint Charles Cty Bank NA, St. Peters	40,327,000	32,918,541	5475	+582
4092	First National Bank, Salem	47,439,000	44,509,000	3969	
4765	Home Bank, Savannah	41,367,000	34,987,000	5184	+399
1682	Third National Bank, Sedalia	102,151,000	93,635,585	1694	+12
4903	Shelbina Mercantile Bank, Shelbina	40,215,000	35,591,000	5079	+176
2537	Bank of Sikeston, Sikeston	72,393,000	66,508,000	2528	

MISSOURI—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
3471	First National Bank, Sikeston	54,627,000	52,662,000	3254	
2213	Metro Bank/Southwest Cty., South West City	81,735,277	82,611,000	1968	
	SPRINGFIELD				
614	Commerce Bank, Springfield	257,313,666	246,373,400	587	
765	Boatmen's Union Nat'l Bank, Springfield	205,744,000	207,097,000	702	
1785	Mercantile Bank, Springfield	97,068,529	85,374,836	1888	+103
1808	Empire Bank, Springfield	96,115,302	89,766,000	1786	
2803	Centerre Bank of Springfield, Springfield	66,068,000	54,631,000	3125	+322
3235	CharterBank Springfield NA, Springfield	58,085,000	52,035,000	3294	+59
4447	Boatmen's Springfield National Bank, Springfield	44,057,000	39,678,000	4540	+93
4100	Trenton National Mercantile Bank, Trenton	47,353,134	45,337,289	3891	
4899	Trenton Trust Co., Trenton	40,252,709	40,121,769	4491	
3801	United Bank, Union	50,381,000	46,064,000	3810	+9
3141	Commerce Bank, University City	59,431,567	59,512,200	2843	
4245	Royal Bank Mid-County, University City	45,977,130	39,440,000	4561	+316
3863	Citizens Bank, Warrensburg	49,561,027	42,222,000	4244	+381
4710	United Mo. Bk. of Warrensburg, Warrensburg	41,969,000	46,053,000	3811	
2367	Bank of Washington, Washington	77,092,160	70,862,299	2359	
3432	Franklin Cty. Mercantile Bk., Washington	55,185,000	49,113,000	3533	+101
2430	CharterBank Webster Groves Tr Co., Webster Groves	75,225,509	74,099,000	2226	
2697	County Bank, Webster Groves	68,399,000	64,701,970	2615	
1744	Centerre Bank of West Plains NA, West Plains	99,259,398	88,654,978	1806	+62
4062	West Plains Bank, West Plains	47,674,000	46,955,967	3727	
	MONTANA				
1815	First National Bank, Anaconda	95,984,000	84,890,000	1900	+85
	BILLINGS				
674	First Bank NA-Billings, Billings	231,987,065	225,471,454	641	
684	Security Bank NA, Billings	230,586,257	219,971,929	657	
1011	First Northwestern Nat'l Bank, Billings	156,493,047	161,830,000	893	
4364	First Citizens Bank, Billings	44,762,992	44,170,321	3996	
4474	First Bank-West Billings, Billings	43,871,000	40,431,000	4450	
1712	First National Bank, Bozeman	100,665,000	92,865,000	1710	
1991	First Security Bank, Bozeman	88,996,952	81,732,000	1988	
1529	First Bank Butte, Butte	111,574,000	102,604,000	1492	
4088	Farmers State Bank, Conrad	47,466,000	44,013,000	4014	
4904	First State Bank, Forsyth	40,199,000	41,756,000	4287	
4428	First National Bank, Glasgow	44,246,923	45,871,025	3825	
3823	First National Bank, Glendive	50,146,000	46,763,000	3741	
4017	First Security Bank, Glendive	48,212,779	43,091,000	4128	+111
1001	First National Bank, Great Falls	158,766,000	150,418,000	961	
1372	Northwestern Nat'l Bank, Great Falls	120,891,914	108,511,000	1394	+22
2047	First Interstate Bank of Great Falls, Great Falls	87,055,871	73,170,975	2261	+214
3857	First Westside Nat'l Bank, Great Falls	49,637,000	52,158,000	3288	
4673	Citizens' State Bank, Hamilton	42,378,514	37,130,452	4872	+199
4834	Big Horn Bank, Hardin	40,822,094	38,923,000	4632	
2726	First National Bank, Havre	67,813,000	53,344,246	3201	+475
4222	Citizens Bank of Montana, Havre	46,224,319	46,618,230	3754	
1960	First National Bank & Trust Co., Helena	90,204,000	84,320,000	1911	
2062	Northwestern Bank of Helena, Helena	86,507,752	75,650,048	2166	+104
1753	First Interstate Bank of Kalispell NA, Kalispell	98,928,000	85,284,000	1889	+136
2413	First Northwestern National Bank, Kalispell	75,631,000	70,264,000	2381	
2895	First National Bank, Lewistown	64,213,000	64,530,000	2624	
3469	Northwestern Bank, Lewistown	54,641,622	52,647,000	3256	
4261	First Bank Livingston, Livingston	45,813,000	42,940,000	4146	
4480	First Security Bank, Livingston	43,804,000	41,079,000	4366	
2471	First National Bank, Miles City	74,081,000	72,614,000	2283	
2492	First Security Bank & Trust, Miles City	73,629,406	69,560,819	2410	
1559	First Bank NA-Western Montana, Missoula	109,562,168	100,814,856	1537	
1848	First National Montana Bank, Missoula	94,881,603	95,448,263	1651	
4606	Security State Bank, Plentywood	42,916,437	37,167,640	4864	+258
3613	First State Bank, Shelby	52,671,000	45,423,000	3880	+267
3689	Richland National Bank, Sidney	51,650,000	53,842,000	3167	
	NEBRASKA				
4680	Commercial National Bk, Ainsworth	42,293,218	38,267,166	4717	+37
2602	Guardian State Bank & Trust Co., Alliance	70,463,745	56,554,716	3006	+404
4703	First National B & T Co., Aurora	42,034,000	38,318,000	4710	+7
3067	Beatrice National Bank & Tr Co., Beatrice	60,631,533	52,619,745	3258	+191
4687	First Nat'l Bank & Trust Co., Beatrice	42,224,000	37,996,049	4752	+65
4099	Bank of Bellevue, Bellevue	47,354,532	35,267,000	5123	+1024
3398	Washington County Bank, Blair	55,708,000	48,883,000	3553	+155
4335	Nebraska State B&T Co., Broken Bow	45,061,151	42,111,885	4254	
1288	First National Bank & Trust Co., Columbus	127,867,505	116,634,019	1289	+1
4416	First National Bank, David City	44,347,000	39,649,000	4546	+130
3117	First National Bank, Fairbury	59,820,808	53,050,586	3226	+109
4690	First Nat'l B&T Co., Falls City	42,192,000	36,842,000	4913	+223
2221	First National Bank & Trust Co., Fremont	81,473,627	77,238,451	2130	
2716	Fremont National Bank & Trust Co., Fremont	67,962,310	64,715,181	2613	
4350	Geneva State Bank, Geneva	44,895,538	39,358,000	4574	+224
2686	Gering National Bank & Trust Co., Gering	68,618,000	59,270,776	2858	+172
4905	First National Bank, Gordon	40,197,000	38,885,381	4637	
1536	First National Bank, Grand Island	111,195,000	110,657,000	1368	
2142	Commercial Nat'l B & T Co., Grand Island	84,318,000	81,382,000	1997	
2815	Overland National Bank, Grand Island	65,707,618	64,691,000	2616	
1112	First National Bank, Hastings	142,788,000	132,862,000	1104	
2079	City National Bank & Trust Co., Hastings	86,106,168	84,245,936	1914	
1901	First National Bank, Holdrege	93,292,167	84,443,000	1908	+7
2230	First National Bank & Trust Co., Kearney	81,170,000	77,634,000	2115	
2346	Platte Valley State B & T Co., Kearney	77,658,170	71,706,561	2321	
4476	Lexington State Bank & Trust Co., Lexington	43,853,000	38,407,000	4699	+223
325	First National Bank & Trust Co., Lincoln	534,193,786	498,347,808	315	
574	National Bank of Commerce T&S Assn., Lincoln	274,607,388	255,223,000	570	
2918	Gateway Bank & Trust Co., Lincoln	63,708,000	65,063,000	2602	
3392	Union Bank & Trust Co., Lincoln	55,735,000	49,273,000	3524	+132
2539	First National Bank, McCook	72,331,320	65,737,678	2573	+34
2997	McCook National Bank, McCook	62,101,000	55,699,000	3055	+58
4320	Minden Exchange B & T Co., Minden	45,217,815	38,727,170	4663	+343
1608	DeLay First Nat'l Bk & Tr Co., Norfolk	106,561,871	102,266,000	1500	
3440	Northwestern National Bank, Norfolk	55,091,000	45,826,000	3830	+390
2123	First Nat'l Bk. & Tr. Co., North Platte	84,969,563	74,574,541	2208	+85
4622	First National Bank, Ogallala	42,797,277	37,338,446	4836	+214
	OMAHA				
256	Omaha National Bank, Omaha	714,421,000	703,192,362	237	
379	United States National Bank, Omaha	452,990,000	410,141,000	388	+9
404	First National Bank, Omaha	421,570,233	405,230,000	395	
1091	Northwestern National Bank, Omaha	145,953,000	138,463,000	1054	
1721	Center Bank, Omaha	100,092,000	86,397,000	1862	+141
2037	Packers National Bank, Omaha	87,314,000	74,285,000	2218	+181
2482	First West Side Bank, Omaha	73,795,000	65,905,000	2563	+81
2536	Southwest Bank & Trust Co., Omaha	72,430,111	65,432,228	2589	+53
2584	Douglas County Bank & Trust Co., Omaha	70,867,445	61,445,271	2750	+166
2746	American National Bank, Omaha	67,497,677	62,269,861	2723	
3626	North Side Bank, Omaha	52,516,622	53,183,020	3216	
4156	Bank of Millard, Omaha	46,793,000	42,428,000	4224	+68
2029	Scottsbluff National Bank & Trust Co., Scottsbluff	87,518,000	81,190,000	2000	
3769	Jones Nat'l B&T Co., Seward	50,638,000	44,695,000	3957	+188
4615	American National Bank, Sidney	42,851,852	37,641,437	4803	+188
3935	State National Bank & Trust Co., Wayne	48,725,882	42,737,109	4178	+243
2402	First National Bank, York	76,057,000	74,622,000	2206	
4327	York State Bank & Trust Co., York	45,142,123	38,700,000	4668	+341
	NEVADA				
238	Valley Bank of Nevada, Las Vegas	773,104,406	763,491,183	219	
1048	Nevada State Bank, Las Vegas	151,513,000	152,453,000	944	
91	First Interstate Bank of Nevada NA, Reno	2,056,989,000	1,685,785,000	102	+11
344	Nevada National Bank, Reno	496,724,000	437,781,000	358	+14
595	Security Bank of Nevada, Reno	265,022,000	256,437,001	586	
1757	Pioneer Citizens Bank, Reno	98,739,000	91,084,000	1760	+3
	NEW HAMPSHIRE				
2566	Berlin City Bank, Berlin	71,419,763	66,970,706	2511	
1764	Concord National Bank, Concord	98,438,000	95,040,000	1665	
4922	Derry Bank & Trust Co., Derry	40,052,464	34,008,138	5312	+390
2304	Exeter Banking Co., Exeter	78,722,641	69,327,389	2419	+115
3481	Bank Meridian NA, Hampton	54,440,987	49,927,000	3472	
2632	Dartmouth National Bank, Hanover	69,665,359	60,767,661	2783	+151
4126	Monadock Bank, Jaffrey	47,052,727	43,527,515	4076	
4336	Cheshire National Bank, Keene	45,057,240	39,694,790	4538	+202
2889	Laconia Peoples Nat'l B & T Co., Laconia	64,348,078	51,705,859	3318	+429
3846	National Bank, Lebanon	49,832,654	40,050,235	4496	+650
2187	Indian Head Bank North, Littleton	82,802,241	80,851,979	2013	
652	Bank of New Hampshire NA, Manchester	241,631,880	222,705,664	647	
799	BankEast, Manchester	197,919,000	170,299,000	845	+46
1247	Merchants National Bank, Manchester	131,629,024	107,128,444	1406	+159
1686	Amoskeag NB & T Co., Manchester	101,992,822	92,963,322	1708	+22
3772	Souhegan National Bank, Milford	50,558,587	42,989,868	4137	+365
641	Indian Head National Bank, Nashua	244,265,330	236,696,000	609	
1010	Nashua Trust Co., Nashua	156,640,098	146,420,191	995	
3295	Pelham Bank & Trust Co., Pelham	57,154,841	43,048,138	4131	+836
2727	Plymouth Guaranty Savings Bank, Plymouth	67,811,326	56,158,955	3026	+299
1187	Indian Head Bank & Trust Co., Portsmouth	135,676,625	125,582,353	1179	
1874	First National Bank, Portsmouth	94,026,538	82,948,092	1955	+81
3455	BankEast Savings Bank, Portsmouth	54,867,000	51,425,198	3351	
1350	BankEast Savings Bank & Trust, Rochester	122,929,000	110,022,608	1374	+24
3167	Suncook Bank, Suncook	59,120,675	52,735,409	3246	+79
4433	Wolfeboro National Bank, Wolfeboro	44,195,475	37,146,815	4867	+434
	NEW JERSEY				
4817	First National Bank, Absecon	40,944,120	36,040,000	5017	+200
485	Guarantee Bank, Atlantic City	338,035,000	320,569,000	479	
1684	Midlantic Nat'l Bk/Atlantic, Atlantic City	102,143,000	105,044,000	1447	
4800	Hillsborough NB, Belle Mead	41,089,556	34,352,000	5261	+461
1717	Peoples Bank NA, Belleville	100,327,000	85,521,000	1880	+163
1566	Bergen State Bank, Bergenfield	109,009,000	99,806,319	1557	
948	Bank of Mid-Jersey, Bordentown Twp	166,285,058	133,348,097	1099	+151
2529	National Bank of Sussex Cty., Branchville	72,623,430	69,699,000	2407	
1431	United Jersey Bank/C Nat'l, Bridgeton	116,920,000	91,023,000	1763	+332
1921	Farmers & Merchants National Bank, Bridgeton	92,184,000	83,674,000	1932	+11
434	First NB of Ctl. Jersey, Bridgewater Twp	394,797,801	304,906,366	495	+61
852	Somerset Trust Co., Bridgewater Twp	185,424,512	172,521,000	831	
229	First Nat'l State Bank of So. Jersey, Burlington Twp	789,230,000	220,171,000	656	+427
298	Bank of New Jersey, Camden	595,329,000	491,359,000	321	+23
1262	United Jersey Bk/Southwest, Camden	130,097,000	107,127,000	1407	+145
4378	Carteret Bank & Trust Co., Carteret	44,643,000	43,101,466	4126	
1831	Chatham Trust Co., Chatham Township	95,492,000	80,135,000	2035	+204
4943	Friendly NB of New Jersey, Cinnaminson	39,945,000	35,048,000	5158	+215
2567	First Bank, Colonia	71,404,529	65,623,103	2578	+11
1701	Midlantic National Bank/Cranbury, Cranbury	101,183,000	74,801,000	2199	+498
2058	Peoples NB of North Jersey, Denville	86,664,331	50,962,123	3391	+1333
856	United Jersey Bank/Northwest, Dover	184,823,000	144,488,000	1010	+154
3131	First NB&T Co., Edgewater Park Township	59,616,289	53,156,720	3218	+87
208	National State Bank, Elizabeth	903,390,064	793,572,031	206	
356	United Counties Trust Co., Elizabeth	482,452,543	444,405,448	354	
1083	United Jersey Bank/Central, Elizabeth	147,119,000	102,261,000	1501	+418
2399	Edgewater National Bank, Englewood Cliffs	76,115,000	65,889,000	2564	+165
2210	Flemington National Bank & Trust Co., Flemington	81,837,121	82,499,281	1971	
1846	Citizens State Bank, Forked River	94,963,968	106,826,080	1412	
3019	First National Bank, Fort Lee	61,593,000	48,935,504	3547	+528
2702	Urban National Bank, Franklin Lakes	68,276,335	61,576,408	2744	+42
310	Central Jersey Bank & Trust Co., Freehold	569,690,000	555,743,192	281	
2600	County Trust Co., Garfield	70,470,000	63,011,145	2689	+89
3929	Peapack-Gladstone Bank, Gladstone	48,815,345	38,404,774	4700	+771
122	United Jersey Bank, Hackensack	1,544,574,000	1,335,233,000	128	+6
227	First Peoples Bank of New Jersey, Haddon Twp.	796,771,000	907,011,000	181	
412	Midlantic National Bank/South, Haddonfield	414,346,589	368,898,287	427	+15
1066	Un. Jersey Bk./Mid-State, Hazlet Twp.	149,299,000	118,114,000	1276	+210
4607	Howell State Bank, Howell Township	42,909,021	43,110,143	4125	
3612	Garden State Bank, Jackson	52,672,957	48,054,000	3623	+11
136	Heritage Bank NA, Jamesburg	1,396,558,000	758,709,000	221	+85
210	First Jersey National Bank, Jersey City	880,903,000	768,846,232	216	+6
268	Trust Company of New Jersey, Jersey City	682,148,000	656,959,000	248	
391	Commercial Trust Co., Jersey City	438,039,000	422,614,000	376	
1067	First National Bank & Trust Co., Kearny	149,295,047	131,416,993	1120	+53
4399	Kenilworth State Bank, Kenilworth	44,496,101	40,874,588	4397	
3962	Continental Bank of New Jersey, Laurel Springs	48,567,000	36,918,000	4901	+939
3902	Livingston National Bank, Livingston	49,073,886	45,284,825	3897	
4928	Brunswick Bank & Trust Co., Manalapan Twp	40,020,845	39,255,000	4586	
2108	Maplewood Bank & Trust Co., Maplewood	85,360,403	91,605,163	1746	
2162	Commerce Bank NA, Marlton	83,679,000	66,382,000	2534	+372
3435	Community Bank of Bergen Cty., Maywood	55,126,000	49,001,000	3544	+109
831	First Jersey NB/South, Medford Lakes	190,096,942	96,233,812	1832	+801
1660	United Jersey Bank/North, Montvale	103,046,000	71,487,000	2333	+673
695	Burlington County Trust Co., Moorestown	226,804,717	211,750,000	686	
283	American National Bank, Morristown	629,256,000	545,403,000	285	+2
4820	First Morris Bank, Morristown	40,066,312	36,445,059	4982	+42
4768	Mount Holly State Bank, Mount Holly	41,331,000	25,521,000	6934	+2166
444	Midlantic Nat'l Bank/Merchants, Neptune	385,758,821	341,936,500	458	+14

NEW JERSEY—Continued

NEWARK

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
74	Fidelity Union Bank, Newark	2,502,649,629	1,045,868,758	160	+86
97	Midlantic National Bank, Newark	1,959,736,000	1,781,154,000	90	
104	First National State Bank, Newark	1,829,521,000	1,661,854,000	106	+2
1284	Broad National Bank, Newark	128,143,051	120,013,397	1250	
3382	Security Nat'l Bk & Tr Co. of N.J., Newark	55,872,428	49,787,580	3482	+100
4838	First National Bank, Newfield	40,727,000	38,462,000	4693	
4248	Lakeland State Bank, Newfoundland	45,940,730	37,819,000	4784	+536
1496	Midlantic Nat'l/Sussex & Merchants, Newton	113,442,000	106,314,000	1423	
2552	Newton Trust Co., Newton	71,992,767	68,527,566	2454	
4560	Meadowlands National Bank, North Bergen	43,266,144	31,779,401	5663	+1103
4821	First Cty. Bank of N.J., North Brunswick	40,921,917	33,150,020	5439	+618
4498	North Plainfield State Bank, North Plainfield	43,698,000	39,293,724	4582	+84
1229	Amboy-Madison Nat'l Bank, Old Bridge Twp	132,961,000	111,295,000	1360	+131
1022	Midland Bank & Trust Co., Paramus	154,644,000	153,818,000	938	
292	Valley National Bank, Passaic	603,374,116	485,554,930	327	+35
4548	Jefferson National Bank, Passaic	43,340,820	43,653,782	4062	
883	Northeastern Bank, Paterson	178,563,000	152,156,000	945	+62
1368	Broadway Bank & Trust Co., Paterson	121,770,851	117,258,092	1285	
4617	Penn's Grove National Bank & Trust Co., Penns Grove	42,819,513	42,703,360	4184	
1218	Fidelity Bank & Trust Co., Pennsauken	133,484,278	125,403,520	1181	
2814	First Jersey Nat'l Bk/Central, Perth Amboy	65,727,613	52,564,000	3260	+446
2033	Phillipsburg National Bank & Trust Co., Phillipsburg	87,443,298	81,622,092	1989	
1394	Peoples National Bank, Piscataway	119,391,421	100,688,542	1539	+145
649	United National Bank, Plainfield	242,294,000	170,130,000	849	+200
805	Ocean County National Bank, Point Pleasant	195,861,000	166,088,000	869	+64
579	Princeton Bank, Princeton	271,665,000	231,333,000	623	+44
754	First National Bank, Princeton	210,052,000	174,112,000	819	+65
2384	Town & Country Bank, Raritan	76,673,335	67,421,000	2491	+107
491	First Nat'l State Bk of West Jersey, Raritan Twp.	336,347,488	190,738,000	1123	+632
267	Citizens First National Bank, Ridgewood	688,800,000	558,382,000	280	+13
177	National Community Bank, Rutherford	1,047,184,600	1,003,195,421	166	
2202	Interchange State Bank, Saddle Brook	82,213,672	70,547,813	2368	+166
4358	City National Bank & Trust Co, Salem	44,833,878	42,850,903	4157	
4129	Shrewsbury State Bank, Shrewsbury	47,031,000	42,890,000	4152	+23
406	Franklin State Bank, Somerset	419,052,563	409,770,537	389	
3406	Village Bank, South Orange	55,576,000	51,071,091	3384	
4809	Inter Community Bank, Springfield	41,031,711	29,507,000	6088	+1279
374	Summit & Elizabeth Trust Co., Summit	456,162,000	382,214,000	412	+38
358	Midlantic National Bank/Citizens, Tenafly	479,457,300	456,137,836	342	
513	First National State Bank-Cty., Tenafly	317,597,872	281,185,286	525	+12
319	First National Bank, Toms River	553,335,899	528,275,125	301	
197	First Nationakl Bank, Totowa	938,908,000	822,169,000	196	
165	New Jersey National Bank, Trenton	1,137,041,000	1,005,894,000	165	
879	Broad Street National Bank, Trenton	179,415,547	140,577,482	1038	+159
4287	First Jersey National Bank/Delaware Valley, Turnersville	45,521,057	13,179,576		
2830	Union Center National Bank, Union	65,435,466	60,449,226	2795	
653	Hudson United Bank, Union City	241,213,223	221,058,195	651	
830	Citizens United Bank NA, Vineland	190,226,000	173,768,000	824	
3973	Minotola National Bank, Vineland	48,489,009	40,609,589	4426	+453
4402	Glendale National Bank, Voorhees Twp	44,470,000	37,929,000	4760	+358
1895	Ramapo Bank, Wayne	93,425,019	78,486,736	2089	+194
3265	Lenape State Bank, West Deptford Twp.	57,660,000	49,313,000	3519	+254
196	New Jersey Bank NA, West Paterson	943,401,000	841,950,000	193	
1103	Marine National Bank, Wildwood	144,202,194	129,599,211	1136	+33
3180	Union Trust Co., Wildwood	58,935,000	54,724,000	3123	
3152	Wood Ridge National Bank, Wood Ridge	59,239,293	54,146,168	3151	
430	First Nat'l St. Bk.-Edison, Woodbridge	402,781,000	373,747,000	421	
546	National Bank & Trust Co., Woodbury	290,172,686	273,176,838	538	
3745	Woodstown National B&T Co., Woodstown	50,979,543	40,606,000	4427	+682
1510	Yardville National Bank, Yardville	112,630,692	105,327,436	1442	

NEW MEXICO

2734	First National Bank, Alamogordo	67,733,000	60,891,977	2777	+43
3748	Security Bank & Trust, Alamogordo	50,951,000	45,178,000	3912	+164

ALBUQUERQUE

194	Albuquerque National Bank, Albuquerque	960,411,686	832,652,640	194	
303	First National Bank, Albuquerque	581,365,886	496,296,883	317	+14
555	First Interstate Bank of Albuquerque, Albuquerque	286,321,000	255,124,469	571	+16
1051	American Bank of Commerce, Albuquerque	151,200,000	153,012,000	943	
2268	Rio Grande Valley Bank, Albuquerque	80,031,932	87,387,000	1834	
4101	Southwest National Bank, Albuquerque	47,344,000	45,724,000	3842	
4288	Citizens Bank, Albuquerque	45,521,000	45,521,000	3868	
4783	Western Bank, Albuquerque	41,221,740	38,242,695	4721	
1627	First National Bank, Artesia	104,863,905	94,972,016	1667	+40
2052	First National Bank, Belen	86,758,000	74,117,484	2225	+173
1908	Carlsbad National Bank, Carlsbad	93,020,913	83,796,466	1928	+20
2916	American Bank, Carlsbad	63,787,000	56,826,000	2992	+76
3715	Western Commerce Bank, Carlsbad	51,321,019	43,159,034	4120	+405
4677	Farmers & Stockmens Bank, Clayton	42,316,676	40,283,000	4467	
1287	Citizens Bank, Clovis	127,902,986	101,721,835	1518	+231
1632	Clovis National Bank, Clovis	104,470,585	96,368,329	1626	
3841	Mimbres Valley Bank, Deming	49,865,427	45,779,181	3836	
4791	First Nat'l Bank of Rio Arriba, Espanola	41,150,498	40,600,606	4431	
1248	First National Bank, Farmington	131,578,000	108,919,000	1388	+140
1636	Citizens Bank, Farmington	104,298,000	100,998,000	1526	
2177	First Interstate Bank of Gallup, Gallup	83,199,000	63,039,779	2687	+510
3039	Merchants Bank, Gallup	61,205,017	50,805,490	3408	+369
618	First National Bank of Lea Cty., Hobbs	255,869,116	221,094,787	650	+32
956	First Interstate Bank of Lea Cty., Hobbs	165,139,747	149,874,384	968	+12
891	First NB of Dona Ana Cty., Las Cruces	176,588,000	162,498,000	886	
2080	Western Bank, Las Cruces	86,092,269	74,254,224	2219	+139
3623	Citizens Bank, Las Cruces	52,535,775	48,443,168	3589	
3111	Bank of Las Vegas, Las Vegas	59,948,612	47,718,678	3661	+550
3764	Los Alamos National Bank, Los Alamos	50,678,317	40,593,553	4432	+668
2813	Liberty National Bank, Lovington	65,729,369	55,530,739	3060	+247
4170	Portales National Bank, Portales	46,670,658	40,262,870	4468	+298
3104	International State Bank, Raton	60,012,323	51,424,214	3352	+248
3198	First National Bank, Raton	58,635,449	45,746,639	3840	+642
1326	First National Bank, Roswell	124,947,309	115,620,000	1307	
1341	Security National Bank, Roswell	123,700,820	116,281,894	1294	
1786	First Interstate Bank of Roswell, Roswell	97,014,106	86,847,379	1844	+58
3192	Ruidoso State Bank, Ruidoso	58,715,000	51,680,033	3324	+132
973	First National Bank, Santa Fe	163,180,000	126,965,000	1165	+192
1482	First Interstate Bank of Santa Fe NA, Santa Fe	114,307,000	100,182,168	1551	+69
1726	Bank of Santa Fe, Santa Fe	99,768,000	80,130,000	2037	+311
2894	Capital Bank, Santa Fe	64,388,083	51,520,794	3338	+454
4191	American National Bank, Silver City	46,477,104	43,832,406	4040	
4312	Grant Cty. Bank, Silver City	45,303,375	42,873,131	4155	
4601	First National Bank, Tucumcari	42,948,670	38,383,325	4704	+103

NEW YORK

ALBANY

178	Key Bank NA, Albany	1,047,150,048	920,277,000	178	
206	State Bank of Albany, Albany	912,785,813	757,723,264	223	+17
477	Bankers Trust Co. of Albany NA, Albany	345,770,000	368,846,000	428	
1534	Union National Bank, Albany	111,225,127	96,289,000	1630	+96
2858	First American Bank of New York, Albany	65,000,000	64,996,000	2605	
2193	Bank of Auburn, Auburn	82,489,000	88,235,091	1819	
1557	Bank of Babylon, Babylon	109,665,547	101,252,729	1524	
4644	Ballston Spa NB, Ballston Spa	42,539,577	40,442,427	4448	
3489	Bath National Bank, Bath	54,360,069	47,441,940	3682	+193
2303	Fishkill National Bank, Beacon	78,764,530	75,806,948	2162	
14	Marine Midland Bank NA, Buffalo	15,286,733,000	14,188,360,000	14	
133	Manufacturers & Traders Tr Co., Buffalo	1,450,784,000	1,411,293,446	119	
170	Citibank (New York State) NA, Buffalo	1,091,974,000	956,733,000	173	+3
284	Liberty National Bank, Buffalo	627,161,641	630,540,982	256	
4186	United National Bank, Callicoon	46,508,000	41,843,000	4275	+89
1358	Canandaigua National Bank & Tr, Canandaigua, Canadaigua	122,315,654	105,578,896	1440	+82
1385	Central National Bank, Canajoharie	119,963,220	113,625,299	1335	
847	St. Lawrence National Bank, Canton	185,964,942	129,805,237	1135	+288
3758	Bank of Castile, Castile	50,712,137	43,155,397	4122	+364
1794	Peninsula National Bank, Cedarhurst	96,784,000	102,811,000	1487	
708	Key Bank of Southeastern NY NA, Chester	223,780,709	213,680,025	679	
4353	Hayes National Bank, Clinton	44,869,000	37,613,000	4806	+453
3173	First Bank & Trust Co., Corning	59,059,339	53,050,095	3227	+54
2324	First National Bank, Cortland	78,273,221	71,453,544	2334	+10
2950	Bank of Long Island NA, E Islip	62,944,859	59,064,822	2872	
4844	Bank of the Hamptons NA, East Hampton	40,716,145	36,465,692	4960	+116
3540	Ellenville National Bank, Ellenville	53,710,000	49,887,000	3475	
1110	Chemung Canal Trust Co., Elmira	142,869,310	130,141,265	1129	+19
1270	Endicott Trust Co., Endicott	129,591,826	127,388,494	1160	
176	Long Island Trust Co. NA, Garden City	1,049,794,000	870,132,000	188	+12
3397	National Bank, Geneva	55,723,918	53,051,844	3225	
1000	Nassau Trust Co., Glen Cove	158,894,062	148,141,775	982	
2092	First NB of Long Island, Glen Head	85,667,158	72,441,000	2292	+200
720	First National Bank, Glens Falls	220,086,000	210,097,094	689	
1062	Glens Falls National Bank & Trust Co., Glens Falls	149,665,951	150,056,710	965	
2872	City Nat'l B&T Co., Gloversville	64,624,927	60,647,165	2786	
3147	Fulton Cty. Nat'l B&T Co., Gloversville	59,286,175	54,042,265	3159	+12
678	Hempstead Bank, Hempstead	231,488,301	202,114,573	721	+43
2515	Guardian Bank NA, Hempstead	72,952,368	47,040,331	3717	+1202
1389	First National Bank, Highland	119,726,000	114,414,728	1322	
4575	Steuben Trust Co., Hornell	43,137,763	40,939,392	4386	
1134	Tompkins Cty. Trust Co., Ithaca	140,572,513	126,225,223	1172	+38
2060	First Bank & Trust Co., Ithaca	86,597,755	79,645,351	2054	
771	Bankers Trust Co. of Western NY, Jamestown	203,906,000	201,085,954	726	
4497	First National Bank, Jeffersonville	43,700,000	39,251,000	4588	+91
4829	Keeseville National Bank, Keeseville	40,878,000	40,194,000	4478	
3194	Rondout National Bank, Kingston	58,694,850	51,389,241	3357	+163
4249	Jefferson National Bank, La Fargeville	45,935,000	48,021,000	3631	
2870	Genesee Country Bank, Le Roy	64,704,942	60,442,366	2796	
2501	Sullivan County Nat'l Bk, Liberty	73,408,000	78,756,000	2060	
2900	Herkimer County Trust Co., Little Falls	64,114,325	60,256,177	2801	
4486	Mahopac National Bank, Mahopac	43,775,000	35,309,000	5116	+630
1045	North Fork Bank & Trust Co., Mattituck	151,810,714	118,144,000	1275	+230
4573	Orange Cty. Trust Co., Middletown	43,158,000	42,645,831	4191	
999	Nanuet National Bank, Nanuet	158,961,463	134,904,958	1082	+83
3652	State Bank of L.I., New Hyde Park	52,081,000	51,182,925	3375	

NEW YORK

2	Citibank NA, New York	74,544,000,000	72,471,147,000	2	
3	Chase Manhattan Bank NA, New York	59,316,797,000	58,585,662,000	3	
4	Manufacturers Hanover Trust Co., New York	43,579,255,000	42,166,528,000	4	
5	Morgan Guaranty Trust Co., New York	39,807,553,000	37,688,690,000	5	
6	Chemical Bank, New York	29,684,938,000	30,673,591,000	6	
10	Bankers Trust Co., New York	25,306,318,000	23,276,946,000	10	
16	Irving Trust Co., New York	12,435,442,000	12,381,224,000	16	
18	Bank of New York, New York	8,874,136,241	8,080,264,605	19	+1
24	Republic National Bank, New York	6,925,592,000	5,313,908,922	25	+1
30	National Bank of North America, New York	5,218,623,000	4,725,764,000	30	
46	European American B & T Co., New York	3,619,417,000	3,140,862,000	52	+6
51	Bank of Tokyo Trust Co., New York	3,506,813,027	3,254,861,074	49	
65	Israel Discount Bank of New York, New York	2,835,902,000	2,173,842,000	76	+11
77	Bank Leumi Trust Co., New York	2,386,868,233	1,975,286,255	84	+7
108	J. Henry Schroder Bank & Trust Co., New York	1,725,755,000	1,761,170,000	92	
111	United States Trust Co., New York	1,672,086,282	1,664,022,018	105	
129	Fuji Bank & Trust Co., New York	1,469,960,620	1,384,171,791	122	
148	Industrial Bank of Japan Trust Co., New York	1,273,140,000	1,109,365,000	153	+5
153	Barclays Bank of New York NA, New York	1,232,949,000	252,471,000	577	+424
187	UBAF Arab American Bank, New York	984,835,000	790,551,000	207	+20
219	Daiwa Bank Trust Co., New York	831,748,651	811,006,000	201	
250	Amalgamated Bank, New York	731,058,000	570,890,928	274	+24
270	Brown Brothers Harriman & Co., New York	677,318,101	642,940,968	251	
385	Atlantic Bank of New York, New York	445,064,000	407,328,906	393	+8
422	Sterling National Bank & Trust Co., New York	409,617,000	422,736,000	375	
475	Bank of Commerce, New York	346,548,000	336,168,000	463	
482	UMB Bank & Trust Co., New York	340,850,000	268,602,054	544	+62
522	Royal Bank & Trust Co., New York	307,700,899	302,214,000	501	
553	Savings Banks Trust Co., New York	287,596,000	228,359,000	632	+79
728	Merchants Bank, New York	218,076,738	199,003,922	738	+10
798	Chinese American Bank, New York	198,030,000	165,096,000	872	+74
853	BancoCentral of New York, New York	185,391,000	97,550,000	1602	+749
1164	Union Chelsea National Bank, New York	137,714,000	84,949,890	1898	+734
1243	Central National Bank, New York	131,763,048	106,546,000	1421	+178
1777	Golden Pacific National Bank, New York	97,788,803	60,062,509	2815	+1038
1945	Fiduciary Trust Co., New York	91,225,418	88,585,452	1810	
3807	Freedom National Bank, New York	50,342,000	81,577,000	1991	
4061	Gotham Bank of New York, New York	47,679,000	29,215,000	6134	+2073
4423	United Orient Bank, New York	44,269,000	17,342,000		
718	Highland National Bank, Newburgh	221,998,268	202,707,431	718	
4068	Columbus Trust Co., Newburgh	47,633,053	41,742,053	4292	+224
587	National Bank & Trust Co., Norwich	268,780,075	240,318,768	601	+14
3033	Oneida Valley National Bank, Oneida	61,330,311	55,479,360	3064	+31
1677	Wilber National Bank, Oneonta	102,369,000	92,903,000	1709	+32
1869	Island State Bank, Patchogue	94,221,926	86,054,491	1872	+3
1381	Dutchess Bank & Trust Co., Poughkeepsie	120,107,610	101,952,245	1510	+129
4448	National Bank of New York City, Queens	44,056,134	37,733,000	4794	+346
4634	First National Bank, Red Hook	42,666,000	37,658,000	4802	+168
3505	Gateway State Bank, Richmond	54,212,580	43,294,217	4105	+600
1088	Suffolk Cty. National Bank, Riverhead	146,413,445	100,760,081	1539	+450

NEW YORK—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	Dec. 31, 1981 $	Rank 1981	Gain
	ROCHESTER				
60	Lincoln First Bank NA, Rochester	3,021,164,000	2,649,550,000	59	
272	Security Trust Co., Rochester	671,605,052	609,518,000	259	
365	Manufacturers Hanover NA, Rochester	471,423,000	121,535,847	1227	+862
419	Central Trust Co., Rochester	410,868,356	432,680,920	363	
3161	First National Bank, Rochester	59,162,000	37,283,598	4847	+1686
1889	Adirondack Trust Co., Saratoga Springs	93,613,724	86,259,591	1867	
3121	Key Bank of Long Island, Sayville	59,768,684	56,318,821	3016	
842	Scarsdale National Bank & Trust Co., Scarsdale	187,503,882	162,185,292	889	+47
657	Schenectady Trust Co., Schenectady	238,981,437	208,298,338	695	+38
1260	Mohawk National Bank, Schenectady	130,202,554	118,985,657	1257	
4604	First National Bank, Scotia	42,922,013	41,767,198	4285	
2462	Bank of Smithtown, Smithtown	74,208,573	60,846,042	2781	+319
2227	Community Nat'l B & T Co., Staten Island	81,282,764	69,019,346	2434	+207
633	Extebank, Stony Brook	246,894,866	169,119,878	856	+223
321	Key Bank of Central N.Y., Syracuse	549,800,352	522,439,680	307	
510	Merchants National Bank & Trust Co., Syracuse	321,162,704	309,208,459	488	
247	Oneida National Bank, Utica	735,928,048	704,560,000	235	
3254	Bank of Utica, Utica	57,784,246	60,357,306	2798	
2687	Wyoming County Bank, Warsaw	68,592,000	60,887,000	2778	+91
474	Key Bank of Northern N.Y. NA, Watertown	346,779,000	201,626,774	723	+249
706	First Trust Union Bank, Wellsville	224,274,599	201,505,632	725	+19
1633	Key Bank of Western N.Y. NA, Wellsville	104,464,000	100,546,960	1543	
3278	Hudson Valley National Bank, Yonkers	57,414,900	52,691,000	3252	
	NORTH CAROLINA				
2857	First Nat'l Bank of Randolph Cty., Asheboro	65,011,083	58,789,683	2882	+25
3960	Peoples Bank, Catawba	48,568,916	42,538,128	4202	+242
	CHARLOTTE				
26	NCNB National Bank, Charlotte	6,101,833,000	5,232,583,000	26	
43	First Union National Bank, Charlotte	3,707,503,000	3,335,708,000	45	+2
1594	Piedmont Bank & Trust Co., Charlotte	107,563,000	87,503,253	1830	+236
2833	City National Bank, Charlotte	65,397,016	55,224,085	3081	+248
3381	Republic Bank & Trust Co., Charlotte	55,927,000	48,534,000	3580	+199
2154	Cabarrus Bank & Trust Co., Concord	83,908,683	86,782,402	1845	
4628	Concord National Bank, Concord	42,709,059	38,221,778	4723	+95
297	Central Carolina Bank & Trust Co., Durham	595,438,000	496,727,044	316	+19
4053	Mechanics & Farmers Bank, Durham	47,757,000	44,816,000	3944	
2915	East Carolina Bank, Engelhard	63,788,000	57,876,000	2938	+23
1711	Fidelity Bank, Fuquay-Varina	100,698,126	90,614,000	1771	+60
4141	Tarheel Bank & Trust Co., Gatesville	46,894,405	42,985,137	4141	
2837	Bank of Granite, Granite Falls	65,283,969	51,659,259	3327	+490
4684	Farmers & Merchants Bank, Granite Quarry	42,241,523	37,174,945	4862	+178
1185	High Point Bank & Trust Co., High Point	135,816,559	126,245,564	1171	
1413	Lexington State Bank, Lexington	118,027,000	106,934,308	1409	
244	Southern National Bank of N.C., Lumberton	740,673,696	525,572,880	304	+60
4992	Peoples Bank of North Carolina, Madison	39,519,873	37,144,922	4868	
1932	Southern Bank & Trust Co., Mt. Olive	91,920,000	83,021,128	1951	+19
106	Northwestern Bank, North Wilkesboro	1,742,096,000	1,631,463,381	108	+2
3513	Union National Bank, Oxford	54,035,000	48,671,000	3565	+52
134	First-Citizens Bank & Trust Co., Raleigh	1,421,031,497	1,320,219,270	130	
3292	State Bank, Raleigh	57,214,000	47,570,553	3673	+381
3190	First National Bank, Reidsville	58,766,042	54,799,816	3111	
4828	Richmond Cty. Bank, Rockingham	40,879,000	35,993,000	5026	+198
429	Peoples Bank & Trust Co., Rocky Mount	402,879,000	366,241,000	431	+2
432	Planters Nat'l Bank & Trust Co., Rocky Mount	398,953,766	348,761,810	448	+16
919	Security Bank & Trust Co., Salisbury	171,965,071	158,109,000	912	
773	Carolina Bank, Sanford	203,391,659	186,672,567	772	
2694	First National Bank, Shelby	68,438,411	56,347,191	3014	+320
4348	Bank of Montgomery, Troy	44,901,000	36,458,000	4961	+613
243	United Carolina Bank, Whiteville	741,126,000	648,372,000	250	+7
160	Branch Banking & Trust Co., Wilson	1,164,302,000	980,723,000	170	+10
31	Wachovia Bank & Trust Co. NA, Winston-Salem	4,940,353,358	4,490,414,717	32	+1
	NORTH DAKOTA				
4683	Farmers & Merchants Bank, Beach	42,249,202	39,327,063	4576	
329	Bank of North Dakota, Bismarck	528,993,000	591,228,000	268	
960	First National Bank & Trust Co., Bismarck	164,894,358	144,973,000	1004	+44
1184	Dakota Northwestern Bank NA, Bismarck	135,909,138	122,531,240	1212	+28
3228	St. Bk of Burleigh Cty. Tr. Co., Bismarck	58,169,000	52,406,000	3272	+44
3395	First Nat'l Bank & Trust Co., Bottineau	55,727,929	46,909,000	3731	+336
3922	First National Bank, Bowman	48,866,119	45,559,355	3863	
4020	Foster Cty. Bank & Trust Co., Carrington	48,145,000	42,795,000	4165	+145
4757	Ramsey NB&T Co., Devils Lake	41,424,000	40,622,000	4424	
2903	Liberty Nat'l Bank & Trust Co., Dickinson	64,066,747	56,962,155	2982	+79
3166	First National Bank & Trust Co., Dickinson	59,126,000	61,223,000	2759	
928	First Bank of North Dakota NA-Fargo, Fargo	169,691,080	149,440,246	971	+43
1133	First National Bank, Fargo	140,761,000	122,720,000	1210	+77
1655	Fargo National Bank & Trust Co., Fargo	103,242,102	99,954,000	1556	
1819	Dakota Bank & Tr. Co., Fargo	95,883,173	88,327,370	1815	
2984	First American Bank & Trust, Grafton	62,308,942	58,014,416	2931	
3731	First National Bank, Grafton	51,109,490	48,836,473	3556	
1272	First National Bank, Grand Forks	129,562,265	122,446,000	1213	
2196	First Bk of No. Dakota NA-Grand Forks, Grand Forks	82,388,000	75,242,000	2186	
3763	Valley Bank & Trust Co., Grand Forks	50,678,625	49,091,000	3536	
2503	First National Bank, Jamestown	73,339,376	72,412,502	2293	
2757	First Bank of North Dakota NA-Jamestown, Jamestown	67,235,000	60,518,000	2793	+36
2119	First Northwestern National Bank, Mandan	85,034,829	76,777,157	2141	+22
1152	First National Bank, Minot	138,754,019	121,258,974	1230	+78
2030	American Bank & Trust Co., Minot	87,506,024	83,748,583	1930	
2580	First Bank of North Dakota NA-Minot, Minot	71,015,000	65,835,000	2569	
3443	First Western Bank, Minot	55,060,000	46,477,000	3763	+320
3937	Northwestern Nat'l Bank, Valley City	48,717,950	46,108,978	3805	
3603	First National Bank, Wahpeton	52,780,399	48,291,186	3602	
4198	First Bank of North Dakota NA-Wahpeton, Wahpeton	46,415,000	41,130,000	4361	+163
4370	First International Bank, Watford City	44,710,438	40,732,830	4413	+43
1650	American State Bank & Trust Co., Williston	103,500,974	93,214,614	1702	+52
2293	First National Bank & Trust Co., Williston	79,007,341	56,884,000	2989	+696
	OHIO				
211	First National Bank, Akron	877,301,000	800,320,617	203	
399	Bank One of Akron NA, Akron	430,057,000	30,248,000	5943	+5544
655	National City Bank, Akron	241,057,000	239,112,000	604	
590	Centran Bank, Akron	228,287,168	210,175,000	688	
1664	First National City Bank, Alliance	102,803,003	96,533,579	1622	
1864	Farmers & Merchants State Bank, Archbold	94,317,000	83,505,000	1936	+72
2157	First National Bank, Ashland	83,840,324	74,402,874	2212	+55
4861	Bank One of Ashland, Ashland	40,613,000	36,993,000	4890	+29
1122	Farmers Nat'l B&T Co., Ashtabula	141,776,987	135,766,172	1076	
2483	Bank One of Southeastern Ohio NA, Athens	73,794,521	63,404,539	2677	+194
2350	First National Bank, Barnesville	77,509,000	71,577,000	2329	
3496	Union Bank & Savings Co., Bellevue	54,310,165	53,734,157	3177	
1015	Mid-American NB&T Co., Bowling Green	155,479,000	140,971,000	1035	+20
1988	Citzens National Bank, Bryan	89,145,000	89,851,000	1783	
2200	First Nat'l Bk. NW Ohio, Bryan	82,260,000	82,780,000	1963	
3238	United Bank NA, Bucyrus	58,041,161	29,764,000	6035	+2797
3927	Society Nat'l Bk of Mid-Ohio, Bucyrus	48,833,055	48,090,151	3620	
4871	Farmers Citizens Bank, Bucyrus	40,533,763	38,252,546	4720	
2451	Bank One of Cambridge NA, Cambridge	74,563,000	68,903,000	2438	
1602	Farmers' National Bank, Canfield	106,897,689	97,610,000	1600	
370	Harter Bank & Trust Co., Canton	461,511,797	440,936,275	356	
433	Central Trust Co. of N.E. Ohio NA, Canton	395,361,750	365,280,424	433	
1054	United National Bank & Trust Co., Canton	150,596,509	150,180,931	964	
1241	Third National Bank of Western Ohio, Celina	132,003,818	121,810,619	1223	
1816	Citizens Commerical Bank & Trust Co., Celina	95,960,553	91,227,000	1754	
2311	Bank One of Geauga Cty., Chardon	78,546,000	76,548,515	2148	
4981	Citizens National Bank, Chillicothe	39,570,000	37,410,935	4826	
	CINCINNATI				
166	Central Trust Co. NA, Cincinnati	1,116,549,448	940,145,000	177	+11
188	First National Bank, Cincinnati	978,148,000	940,602,000	176	
202	Fifth Third Bank, Cincinnati	925,205,000	857,339,248	189	
289	Provident Bank, Cincinnati	604,844,000	630,112,000	257	
700	Southern Ohio Bank, Cincinnati	225,050,973	209,138,000	691	
2271	North Side Bk & Tr Co., Cincinnati	79,833,029	73,874,513	2234	
4082	First National Bank, Circleville	47,548,000	42,739,000	4177	+95
	CLEVELAND				
38	AmeriTrust Co., Cleveland	4,164,729,000	3,741,667,000	40	+2
70	National City Bank, Cleveland	2,591,757,000	2,326,922,000	70	
116	Society National Bank, Cleveland	1,615,175,000	1,576,334,137	111	
120	Central National Bank, Cleveland	1,578,277,000	1,690,617,000	101	
185	Huntington Bank of Northeast Ohio, Cleveland	1,017,350,001	1,000,412,000	167	
518	Euclid National Bank, Cleveland	310,878,274	273,774,906	536	+18
1769	Midwest Bank & Trust Co., Cleveland	98,175,000	134,386,000	1090	
4167	First Bank NA, Cleveland	46,679,000	42,724,553	4181	+14
3231	Peoples Bank Co., Coldwater	58,150,622	54,887,259	3104	
3996	National Union Bank, Columbiana	48,317,000	46,727,000	3744	
	COLUMBUS				
34	BancOhio National Bank, Columbus	4,334,176,000	4,009,985,000	37	+3
62	Huntington National Bank, Columbus	2,875,519,000	2,354,686,000	68	+6
169	Bank One of Columbus NA, Columbus	1,092,834,025	1,066,852,456	156	
969	Ohio State Bank, Columbus	163,940,000	150,329,000	963	
1255	Society Bank, Columbus	130,801,486	95,126,454	1664	+409
2761	Franklin Bank, Columbus	67,129,000	61,139,000	2762	+1
4937	Dime Bank of Northwest Ohio, Continental	39,965,000	42,728,000	4179	
1333	Cortland Savings & Banking Co., Cortland	124,274,426	121,223,020	1231	
1576	Bank One of Coshocton NA, Coshocton	108,534,510	98,334,844	1579	+3
207	Winters National Bank & Trust Co., Dayton	906,051,000	882,862,000	187	
311	Third National Bank & Trust Co., Dayton	567,874,000	493,783,000	319	+8
368	First National Bank, Dayton	465,000,000	416,112,000	379	+11
2048	Maumee Valley NB, Defiance	86,896,000	54,341,000	3143	+1095
2436	State Bank & Trust Co., Defiance	75,037,708	70,064,780	2391	
2417	Delaware County Bank, Delaware	75,523,000	67,205,000	2499	+82
3499	Commercial Bank, Delphos	54,300,548	52,029,904	3295	
3605	Peoples National Bank, Delphos	52,766,248	49,479,740	3505	
1469	Bank One of Dover NA, Dover	114,874,259	104,277,514	1463	
2965	First National Bank, East Liverpool	62,678,443	57,541,110	2955	
3813	Preble County National Bank, Eaton	50,278,000	48,330,000	3600	
4539	Eaton National Bank & Trust Co., Eaton	43,380,000	42,527,000	4205	
621	Elyria Savings & Trust National Bank, Elyria	252,716,268	235,256,824	613	
845	Lorain County Savings & Trust Co., Elyria	186,088,000	180,312,997	789	
3246	First National Bank, Elyria	57,989,000	52,946,260	3233	
3659	Bank One of Fairborn NA, Fairborn	51,993,031	43,888,021	4031	+372
4985	Farmers & Merchants Bank, Fairborn	39,562,000	36,997,000	4889	
1136	First National Bank, Findlay	140,470,207	135,882,926	1075	
3172	Ohio Bank & Savings Co., Findlay	59,080,000	56,472,289	3010	
1687	Society National Bank, Fostoria	101,961,721	102,147,659	1506	
3871	Commercial Bank & Savings Co., Fostoria	49,504,255	49,689,899	3490	
1568	Croghan Colonial Bank, Fremont	108,926,000	103,410,000	1475	
3044	Fremont Savings Bank Co., Fremont	61,134,050	58,461,365	2898	
3809	Bank One of Fremont NA, Fremont	50,308,000	49,313,000	3520	
1985	Ohio Valley Bank Co., Gallipolis	89,267,000	82,646,000	1965	
4770	Commercial & Savings Bank, Gallipolis	41,301,117	38,582,692	4677	
3611	Home Banking Co., Gibsonburg	52,681,914	47,775,442	3657	+46
2088	Second National Bank, Greenville	85,926,973	75,551,711	2169	+81
3012	Greenville National Bank, Greenville	61,736,006	58,725,820	2887	
1708	Second National Bank, Hamilton	100,960,000	98,291,166	1580	
2038	Society Bank of Southern Ohio, Hamilton	87,293,000	82,622,000	1957	
2684	First Security Bank, Hillsboro	68,686,159	61,568,850	2745	+61
4477	Farmers & Traders Nat'l Bank, Hillsboro	43,842,000	39,536,000	4553	+76
1651	First National Bank, Ironton	103,397,765	95,179,683	1662	+11
4715	Killbuck Savings Bank Co., Killbuck	41,894,000	42,903,000	4150	
4761	Farmers Banking Co., Lakeview	41,401,000	38,857,000	4642	
2917	Fairfield National Bank, Lancaster	63,722,000	58,814,000	2881	
2477	Lebanon-Citizens National Bank, Lebanon	73,943,826	58,285,207	2907	+430
1146	Metropolitan Bank, Lima	139,433,000	127,267,873	1163	+17
3285	Tower National Bank, Lima	57,346,048	51,380,402	3358	+73
885	Lorain National Bank, Lorain	177,870,000	170,451,732	843	
1417	Central Tr Co. of Northern Ohio NA, Lorain	117,822,623	108,549,213	1393	
3572	City Bank Co., Lorain	53,145,148	52,592,408	3259	
724	First Buckeye Bank NA, Mansfield	219,216,482	230,286,808	626	
1072	Bank One of Mansfield, Mansfield	148,889,000	135,458,000	1079	+7
1315	Richland Trust Co., Mansfield	125,750,000	109,968,000	1376	+61
1042	People's Banking & Trust Co., Marietta	152,292,864	141,110,896	1033	
2500	Central Tr Co. of Southeastern Ohio, NA, Marietta	73,434,418	67,218,911	2498	
1165	National City Bank, Marion	137,686,000	133,925,000	1095	
2524	Bank One of Marion, Marion	72,709,000	64,068,000	2651	+127
3230	Fahey Banking Co., Marion	58,156,000	50,568,000	3420	+190
2647	Peoples Banking Co., Martins Ferry	69,384,000	62,476,093	2713	+66
3431	Citizens Savings Bank, Martins Ferry	55,191,341	48,482,000	3585	+154
1459	First National Bank, Massillon	115,017,000	103,594,945	1471	+12
812	Old Phoenix National Bank, Medina	194,300,000	180,095,899	791	
4048	First National Bank, Miamisburg	47,826,000	43,900,000	4029	
1285	Bank One of Middletown, Middletown	128,114,000	111,960,000	1353	+68
1172	Bank One of Milford NA, Milford	137,137,973	112,474,011	1348	+176
3024	Commercial & Savings Bank, Millersburg	61,538,000	58,193,424	2917	
451	First National Bank of Southwestern Ohio, Monroe	371,887,000	326,946,000	473	+22
3873	Peoples Bank, Mt. Gilead	49,473,000	48,090,000	3621	
1329	First-Knox National Bank, Mt. Vernon	124,726,878	116,561,008	1292	
576	Park National Bank, Newark	272,952,470	243,222,904	596	+20

OHIO—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
1604	Huron County Banking Co. NA, Norwalk	106,807,784	100,594,162	1540	
4276	Oberlin Savings Bank Co., Oberlin	45,637,000	45,511,000	3871	
2737	First National Bank, Orrville	67,660,701	63,427,516	2676	
407	Bank One of Northeastern Ohio NA, Painesville	417,909,113	372,895,271	423	+16
1718	Miami Citizens Nat'l Bank & Trust Co., Piqua	00,290,062	101,517,025	1519	
3383	Piqua National Bank & Trust Co., Piqua	55,847,116	58,250,000	2910	
3964	American Bank, Port Clinton	48,550,000	45,639,000	3854	
4213	Huntington National Bank, Port Clinton	46,306,000	43,160,000	4119	
1175	Bank One of Portsmouth NA, Portsmouth	136,757,000	126,056,000	1173	
2349	Portsmouth Banking Co., Portsmouth	77,538,678	70,245,423	2382	+33
1409	Bank One of Ravenna NA, Ravenna	118,504,000	106,842,974	1411	+2
658	Central Trust Co., Reynoldsburg	238,782,534	205,607,000	706	+50
1952	Belmont Cty. Nat'l Bank, St. Clairsville	90,965,770	85,762,154	1878	
2509	First National Bank, Salem	73,040,219	66,392,786	2532	+23
3658	Citizens Banking Co., Salineville	51,996,000	46,753,000	3743	+85
1533	Citizens Banking Co., Sandusky	111,227,899	105,637,542	1438	
1877	Third National Bank, Sandusky	93,977,499	88,607,414	1809	
3360	First National Bank, Shelby	56,359,300	42,386,376	4231	+871
1631	Bank One of Sidney NA, Sidney	104,523,577	90,716,285	1770	+139
2291	First National Bank, Sidney	79,085,488	73,527,000	2246	
888	Society NB of Miami Valley, Springfield	177,595,656	174,341,443	817	
968	Security Nat'l Bank & Trust Co., Springfield	163,948,977	153,520,544	939	
903	Miners & Mechanics Savings & Trust Co., Steubenville	174,497,000	174,571,000	816	
3836	Farmers Savings Bank, Stony Ridge	49,944,577	52,395,409	3274	
732	Sylvania Savings Bank Co., Sylvania	217,040,000	211,845,376	685	
2366	Commercial National Bank, Tiffin	77,103,297	71,799,000	2318	
217	Toledo Trust Co., Toledo	843,053,618	698,741,000	240	+23
340	Ohio Citizens Bank, Toledo	502,736,901	503,780,000	313	
349	First National Bank of Toledo, Toledo	490,067,883	453,032,924	346	
654	Heritage Bank, Toronto	241,110,000	235,502,000	612	
1862	First National Bank & Trust Co., Troy	94,371,037	89,440,000	1794	
2087	Twinsburg Banking Co., Twinsburg	86,001,000	75,293,282	2180	+93
4827	United Bank, Uhrichsville	40,889,381	36,011,923	5023	+196
2744	Commercial Savings Bank, Upper Sandusky	67,536,000	63,000,000	2690	
3188	First Citizens Nat'l Bank, Upper Sandusky	58,782,000	55,814,000	3049	
3950	Citizens National Bank, Urbana	48,620,000	41,747,000	4290	+340
2699	Van Wert National Bank, Van Wert	68,344,082	71,780,668	2319	
4094	Peoples Bank & Trust Co., Van Wert	47,405,000	43,676,699	4058	
2944	Erie County Bank, Vermilion	63,119,878	59,611,092	2834	
2270	Bank One of Wapakoneta NA, Wapakoneta	79,874,587	81,304,127	1998	
4681	Peoples National Bank, Wapakoneta	42,291,620	41,812,048	4279	
670	Union Savings & Trust Co., Warren	233,551,443	227,711,730	634	
749	Second National Bank, Warren	211,709,397	205,975,098	705	
3448	First National Bank, Waverly	54,957,000	48,431,000	3590	+142
4836	Farmers Bank, West Union	40,785,000	37,349,000	4834	
2674	Willard United Bank, Willard	68,895,000	63,315,000	2680	+6
1296	National Bank & Trust Co., Wilmington	127,417,000	99,154,156	1568	+272
1426	Wayne Cty. National Bank, Wooster	117,109,255	102,452,534	1493	+67
3050	Bank One of Wooster NA, Wooster	61,022,000	61,998,450	2731	
333	Dollar Savings & Trust Co., Youngstown	517,960,888	472,457,333	334	+1
454	Mahoning National Bank, Youngstown	365,520,864	328,168,353	472	+18
498	Bank One of Youngstown NA, Youngstown	333,439,509	285,758,004	517	+19
1697	Society Bank of Eastern Ohio, Youngstown	101,339,242	95,418,505	1652	
1294	First National Bank, Zanesville	127,493,000	113,908,000	1332	+38

OKLAHOMA

1373	First National Bank & Trust Co., Ada	120,714,859	98,587,980	1573	+200
2919	Oklahoma State Bank, Ada	63,686,168	58,621,887	2889	
4368	Citizens Bank & Trust Co., Ada	44,723,442	39,161,000	4598	+230
2933	First National Bank, Altus	63,425,325	57,760,000	2950	+17
2914	Central National Bank, Alva	63,799,969	59,688,067	2831	
2790	Anadarko Bank & Trust Co., Anadarko	66,531,000	53,596,199	3187	+397
1102	Exchange Nat'l Bank & Trust Co., Ardmore	144,290,000	124,987,000	1183	+81
1411	First National B&T Co., Ardmore	118,241,974	120,431,412	1241	
4843	Atoka State Bank, Atoka	40,718,000	38,143,000	4731	
789	First National Bank, Bartlesville	200,184,033	190,442,500	758	
1444	Union Bank & Trust, Bartlesville	115,699,286	100,884,645	1533	+89
2217	First National Bank, Bethany	81,660,692	73,373,000	2252	+35
3680	Citizens Security Bk & Tr Co., Bixby	51,768,965	49,454,000	3509	
4626	First Nat'l B & T Co., Blackwell	42,743,477	38,101,413	4739	+113
4647	Security Bank & Trust Co., Blackwell	42,519,000	37,633,231	4805	+158
4516	American National Bank, Bristow	43,589,215	41,784,100	4283	
2101	First National Bank & Trust Co., Broken Arrow	85,501,730	68,773,578	2446	+345
3035	Arkansas Valley State Bank, Broken Arrow	61,303,977	51,343,830	3362	+327
3591	Security State Bank, Cheyenne	52,915,487	46,999,621	3722	+131
2171	Oklahoma Nat'l B&T Co., Chickasha	83,361,395	78,056,474	2101	
2623	First National Bank & Trust Co., Chickasha	69,859,355	65,847,383	2567	
3722	Chickasha Bank & Tr. Co., Chickasha	51,210,406	42,842,000	4160	+438
2845	Rogers Cty. Bank, Claremore	65,222,214	59,554,915	2841	
4286	First Bank, Claremore	45,524,000	42,177,000	4248	
2990	Oklahoma Bank & Trust Co., Clinton	62,177,474	51,489,597	3342	+352
3196	First National Bank & Trust Co., Clinton	58,651,410	51,758,531	3314	+118
2766	Cordell National Bank, Cordell	66,993,667	55,546,272	3059	+293
3757	Farmers National Bank, Cordell	50,717,019	45,676,740	3852	+95
2625	First Nat'l Bk & Trust Co., Cushing	69,808,973	50,251,475	3445	+820
4872	Bank of Cushing & Trust Co., Cushing	40,526,000	36,848,138	4910	+38
1334	First Continental B&T Co., Del City	124,252,636	102,186,699	1504	+170
1039	Security Nat'l Bk & Tr Co., Duncan	152,576,104	142,046,928	1024	
3244	Oklahoma National Bank, Duncan	57,995,801	56,092,929	3032	
3336	First Bank & Trust Co., Duncan	56,685,417	59,241,621	2862	
2574	Durant Bank & Trust Co., Durant	71,145,884	63,836,348	2662	+88
2776	First National Bank, Durant	66,797,987	59,690,542	2830	+54
4118	First National Bank, Edmond	47,153,603	41,777,304	4284	+166
4954	American Bank & Trust, Edmond	39,814,000	29,805,000	6025	+1071
3030	First National Bk. & Tr. Co., El Reno	61,410,393	57,197,063	2967	
3662	Bank of Western Okla., Elk City	51,972,389	51,077,000	3383	
3987	First National Bank, Elk City	48,380,000	36,679,000	4933	+946
890	Central National Bk & Tr Co., Enid	176,740,852	182,687,781	784	
1356	First National Bank & Trust Co., Enid	122,502,518	117,404,155	1284	
1398	Security National Bank, Enid	119,269,470	110,511,000	1370	
4870	Farmers & Merchants Nat'l Bk, Fairview	40,534,501	35,856,473	5045	+175
4887	First National Bank & Trust Co., Frederick	40,393,950	34,158,545	5291	+404
4898	First National Bank, Guthrie	40,277,000	37,322,610	4838	
4290	First National Bank, Guymon	45,509,724	40,430,993	4451	+161
3385	First Nat'l Bank & Trust Co., Holdenville	55,796,970	52,490,600	3267	
4382	Security First National Bank, Hugo	44,614,383	45,305,209	3894	
4819	First State Bank, Idabel	40,936,340	40,897,388	4393	
2440	Peoples National Bank, Kingfisher	74,969,109	63,749,650	2985	+225
3595	Kingfisher Bank & Trust Co., Kingfisher	52,892,510	44,967,685	3983	+388
2577	Security Bank & Trust Co., Lawton	71,083,000	71,225,281	2345	
3297	American National Bank, Lawton	57,151,248	46,094,059	3806	+509
3905	City National Bank & Trust Co., Lawton	49,038,435	49,186,977	3529	
3525	Madill Bank & Trust Co., Madill	53,914,212	51,262,471	3370	
3515	State National Bank, Marlow	54,015,234	46,385,363	3772	+257
964	First National B&T Co., McAlester	164,628,390	144,761,046	1007	+43
2445	National Bank, McAlester	74,870,382	73,825,920	2236	
1801	Security Bank & Trust Co., Miami	96,472,000	89,769,244	1785	
3479	First National Bank & Trust Co., Miami	54,491,295	55,095,345	3090	
1956	First National Bank, Midwest City	90,660,883	71,760,384	2320	+364
3441	American National Bank, Midwest City	55,084,000	48,277,076	3603	+162
4752	Security Bk & Tr Co., Midwest City	41,467,000	35,595,254	5078	+326
1321	Commercial Bank & Trust Co., Muskogee	125,212,000	134,540,418	1088	
2355	First National Bank & Trust Co., Muskogee	77,370,214	71,634,964	2326	
2528	Citizens NB & Trust, Muskogee	72,630,651	70,375,611	2376	
4383	American Bank, Muskogee	44,606,700	42,494,010	4211	
725	Security Nat'l Bk & Tr Co., Norman	218,932,000	199,234,074	737	+12
1391	American Exchange Bk & Tr Co., Norman	119,571,000	106,183,000	1427	+36
1589	First National Bank & Trust Co., Norman	107,844,000	83,754,481	1929	+340
1871	City National Bank & Trust Co., Norman	94,126,000	79,520,136	2058	+187

OKLAHOMA CITY

81	First Nat'l B&T Co., Oklahoma City	2,257,913,325	2,009,305,864	82	+1
109	Liberty Nat'l B&T Co., Oklahoma City	1,704,861,471	1,737,090,994	96	
259	Fidelity Bank NA, Oklahoma City	710,303,000	678,668,000	242	
588	United Oklahoma Bank, Oklahoma City	268,478,390	207,502,973	699	+111
605	Union B&T Co., Oklahoma City	261,196,992	209,553,816	690	+85
769	Citizens NB&T Co., Oklahoma City	204,487,000	229,580,000	628	
1078	Guaranty Bk & Tr Co., Oklahoma City	148,131,048	123,058,923	1205	+127
1228	Founders Bk & Tr Co., Oklahoma City	132,991,380	98,349,559	1578	+350
1375	Oklahoma NB&T Co., Oklahoma City	120,641,572	121,925,863	1222	
1497	Central Nat'l Bank, Oklahoma City	113,400,939	104,418,298	1460	
1657	Friendly National Bank, Oklahoma City	103,142,820	86,497,000	1854	+197
1709	Commerce Bank, Oklahoma City	100,811,662	72,751,332	2276	+567
2104	Southwestern B&T Co., Oklahoma City	85,474,694	72,835,112	2272	+168
2356	First City Bank NA, Oklahoma City	77,357,564	73,345,543	2253	
2534	Community Bank, Oklahoma City	72,473,232	62,244,000	2724	+190
2783	Northwest Bank, Oklahoma City	66,690,000	64,601,000	2620	
2856	Grant Square B&T Co., Oklahoma City	65,033,000	61,847,000	2735	
2890	Quail Creek Bank NA, Oklahoma City	64,345,048	44,609,431	3959	+1069
3009	Nichols Hills Bank, Oklahoma City	61,784,907	37,292,000	4842	+1833
3261	Republic Bank, Oklahoma City	57,393,000	50,168,567	3453	+172
3437	Will Rogers Bk & Tr Co., Oklahoma City	55,110,993	48,659,555	3566	+129
3522	Allied Oklahoma Bank NA, Oklahoma City	53,974,117	49,812,722	3480	
3768	Capitol Hill State B&T Co., Oklahoma City	50,652,684	51,947,206	3299	
4254	First Bank of Britton, Oklahoma City	45,856,567	44,425,542	3978	
4299	Lakeshore Bank NA, Oklahoma City	45,452,000	42,771,000	4173	
2974	First National B&T Co., Okmulgee	62,551,686	62,850,401	2697	
4265	Citizens NB&T Co., Okmulgee	45,750,994	42,771,492	4171	
4787	First Bank, Owasso	41,201,171	35,870,000	5044	+257
4785	Pauls Valley National Bank, Pauls Valley	41,213,789	36,016,482	5020	+235
3169	First National Bank & Trust Co., Perry	59,094,942	51,889,000	3303	+134
4280	Exchange Bank & Trust Co., Perry	45,563,143	42,777,315	4170	
1235	First Nat'l Bk & Tr Co., Ponca City	132,382,349	126,642,153	1166	
1963	Security Bank & Trust Co., Ponca City	90,089,572	80,031,586	2039	+76
4040	Pioneer Bank & Trust, Ponca City	47,891,000	41,920,000	4268	+228
3466	Poteau State Bank, Poteau	54,683,000	52,883,858	3235	
4058	Central National Bank, Poteau	47,710,757	42,443,162	4219	+161
4362	Prague National Bank, Prague	44,794,952	40,800,000	4403	+41
4316	American Bank of Oklahoma, Pryor	45,259,000	39,466,057	4560	+244
4951	First Nat'l Bk of Pryor Creek, Pryor	39,837,796	37,910,308	4764	
3149	McClain Cty. National Bank, Purcell	59,277,379	53,752,683	3176	+27
3751	First American Bk & Tr Co., Purcell	50,866,000	43,971,446	4024	+273
4849	Security National Bank, Sapula	40,692,285	39,803,517	4522	
2518	American Nat'l B&T Co., Sapulpa	72,812,000	66,646,000	2522	+4
4636	First National Bank, Sayre	42,636,932	37,896,342	4770	+134
4701	First National Bank, Seminole	42,053,112	44,621,684	3958	
848	Federal Nat'l Bk & Tr Co., Shawnee	185,908,000	158,064,000	913	+65
1151	American NB&T Co., Shawnee	138,825,528	114,777,938	1319	+168
4071	First State Bank & Trust Co., Shawnee	47,613,711	40,820,272	4401	+330
4962	First National Bank, Stigler	39,738,000	36,643,079	4935	
1467	Stillwater National B&T Co., Stillwater	114,884,612	106,685,236	1416	
2127	First National Bk & Tr Co., Stillwater	84,847,548	77,356,283	2124	
2775	First National Bank, Tahlequah	66,804,000	52,716,000	3250	+475
3972	Liberty State Bank, Tahlequah	48,490,000	53,575,406	3191	

TULSA

156	Bank of Oklahoma NA, Tulsa	1,219,351,000	1,205,405,000	142	
175	First National Bk & Tr Co., Tulsa	1,050,425,000	1,014,403,000	164	
480	Utica National Bank & Trust Co., Tulsa	341,129,000	419,379,000	377	
507	Fourth National Bank, Tulsa	323,853,000	360,383,699	437	
664	F&M Bank & Trust Co., Tulsa	236,007,000	211,878,000	684	+20
680	Bank of Commerce & Tr. Co., Tulsa	231,264,180	203,913,583	714	+34
1756	Republic Bank & Trust Co., Tulsa	98,755,000	109,142,243	1385	
1858	Century Bank, Tulsa	94,439,271	80,978,461	2005	+147
2107	Western National Bank, Tulsa	85,381,000	73,727,562	2238	+131
2124	City Bank & Trust Co., Tulsa	84,969,000	77,579,877	2117	
2267	Mercantile Bank & Trust Co., Tulsa	80,048,000	73,504,000	2247	
2348	Boulder Bank & Trust Co., Tulsa	77,580,383	78,226,000	2096	
2717	Guaranty National Bank, Tulsa	67,956,483	60,326,000	2799	+82
2730	American Bank, Tulsa	67,789,000	44,752,352	3946	+1216
3072	Community Bank & Trust Co., Tulsa	60,500,000	58,170,326	2920	
3151	Brookside State Bank, Tulsa	59,252,106	53,584,053	3190	+39
3594	Bank of Tulsa, Tulsa	52,893,000	46,767,765	3740	+146
4889	Peoples State Bank, Tulsa	40,359,033	40,807,360	4402	
2452	First National Bk & Tr Co., Vinita	74,493,316	67,784,448	2483	+31
2688	Security State Bank, Weatherford	68,522,966	52,489,000	3268	+580
4933	First National Bank, Weatherford	39,998,374	29,680,000	6052	+1119
1852	Bank of Woodward, Woodward	94,781,484	86,293,216	1866	+14
4207	Stock Exchange Bank, Woodward	46,373,521	41,907,192	4269	+62
2695	Yukon National Bank, Yukon	68,425,619	66,972,000	2510	
3356	First National Bank, Yukon	56,385,893	52,547,978	3262	

OREGON

1629	Citizens Valley Bank, Albany	104,627,000	98,157,000	1585	
545	Western Bank, Coos Bay	290,969,389	310,269,000	487	
3963	Citizens Bank, Corvallis	48,562,147	49,540,897	3501	
3058	Centennial Bank, Eugene	60,822,000	29,434,000	6102	+3044
3040	Southern Oregon State Bank, Grants Pass	61,197,000	67,514,779	2490	
4116	Inland Empire Bank, Hermiston	47,195,954	43,531,146	4074	
2705	Lincoln Bank, Lincoln City	68,194,000	64,090,000	2646	
323	Pacific Western Bank, Milwaukie	545,616,587	437,632,218	359	+36
4006	Security Bank of Coos Cty., Myrtle Point	48,276,000	43,739,000	4046	+40
2758	Bank of Newport, Newport	67,213,000	69,096,000	2427	
4355	National Security Bank, Newport	44,843,254	41,316,472	4330	
40	United States National Bank, Portland	4,051,069,000	3,929,451,000	39	
41	First Interstate Bank of Oregon NA, Portland	3,933,327,000	3,668,876,000	41	
266	Oregon Bank, Portland	693,275,000	698,815,000	239	

OREGON—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
4272	Columbia Pacific B&T Co., Portland	45,696,000	42,767,000	4174	
2631	Douglas National Bank, Roseburg	69,674,000	74,309,000	2215	
3967	South Umpqua State Bank, Roseburg	48,522,000	42,436,000	4221	+254
4979	Timber Community Bank, Roseburg	39,574,000	27,220,000	6544	+1565
1214	Commercial Bank, Salem	133,875,000	127,525,000	1159	
2380	Western Security Bank, Salem	76,780,000	72,377,000	2295	
1200	Bank of Oregon, Woodburn	134,908,000	122,209,000	1216	+16

PENNSYLVANIA

205	First National Bank, Allentown	914,818,000	842,342,000	192	
290	Merchants National Bank, Allentown	604,527,000	547,336,000	283	
353	Mid-State Bank & Trust Co., Altoona	484,542,000	423,968,000	373	+20
4707	State Bank, Avis	42,009,730	41,198,027	4355	
3296	Merchants National Bank, Bangor	57,152,692	56,034,922	3034	
3685	First National Bank, Bath	51,706,429	44,944,330	3933	+248
1567	Beaver Trust Co., Beaver	108,979,246	101,420,115	1522	
2260	National Bank of Western Pa., Berlin	80,296,706	72,604,000	2284	+24
2966	First National Bank, Berwick	62,678,000	57,326,605	2964	
602	Union Bank & Trust Co., Bethlehem	262,248,900	251,355,100	579	
2318	Bloomsburg Bk-Columbia Tr Co., Bloomsburg	78,329,805	74,130,535	2224	
1732	Blue Ball National Bank, Blue Ball	99,677,234	88,696,217	1804	+72
3054	Tri-Cty. State Bank, Bowmanstown	60,917,000	44,973,720	3931	+877
815	National Bank, Boyertown	193,563,192	173,173,622	826	+11
4711	Producers Bank & Trust Co., Bradford	41,953,747	39,650,256	4545	
1857	Bridgeville Trust Co., Bridgeville	94,489,306	81,480,525	1993	+136
1706	UniBank, Brookville	101,037,000	95,695,000	1644	
1771	Bryn Mawr Trust Co., Bryn Mawr	98,140,940	87,370,616	1835	+64
285	First Seneca Bank, Butler	623,673,000	572,259,000	273	
1349	First National Bank, Carbondale	123,142,000	115,644,768	1306	
1210	Farmers Trust Co., Carlisle	134,037,000	120,475,000	1240	+30
3875	First National Bank, Carmichaels	49,469,000	39,828,000	4519	+644
1068	Valley Bank & Trust Co., Chambersburg	149,064,763	145,256,000	1002	
1446	Farmers & Merchants Trust Co., Chambersburg	115,598,000	114,438,000	1321	
2249	Chambersburg Trust Co., Chambersburg	80,510,660	70,866,211	2358	+109
1212	Cheltenham Bank, Cheltenham	133,901,000	118,246,000	1270	+58
271	Southeast National Bank, Chester	672,083,000	570,558,000	275	+4
2274	Central Pennsylvania Nat'l Bank, Claysburg	79,789,884	72,699,516	2279	+5
1190	County National Bank, Clearfield	135,593,739	128,236,139	1150	
2569	Clearfield Bank & Trust Co., Clearfield	71,354,570	69,319,525	2420	
4629	Curwensville State Bank, Curwensville	42,703,931	39,410,794	4566	
3311	First National Bank, Danville	56,937,665	49,629,681	3494	+183
2741	Denver National Bank, Denver	67,581,000	58,323,000	2904	+163
2636	Downingtown National Bank, Downingtown	69,561,435	64,314,680	2636	
934	Deposit Bank, Du Bois	168,195,000	167,911,000	860	
1635	Union Banking & Trust Co., Du Bois	104,336,078	83,663,830	1933	+298
2296	Fidelity Deposit & Discount Bk, Dunmore	78,936,183	75,846,000	2160	
3145	First National Bank, Dunmore	59,311,000	55,255,886	3076	
756	Easton National Bank & Trust Co., Easton	208,617,616	199,637,734	732	
3649	Lafayette Trust Bank, Easton	52,193,995	50,016,496	3464	
916	Laurel National Bank, Ebensburg	172,610,000	162,844,000	884	
3890	Peoples National Bank, Edwardsville	49,211,000	46,482,084	3762	
1516	Ephrata National Bank, Ephrata	112,268,000	98,938,588	1571	+55
717	Union Bank & Trust Co., Erie	222,054,000	201,668,456	722	+5
832	Security-Peoples Trust Co., Erie	189,680,358	202,434,000	719	
1950	Citizens National Bank, Evans City	91,062,274	85,505,633	1881	
3703	First National Bank, Everett	51,490,570	48,908,000	3550	
3968	Community Nat'l Bank, Forest City	48,519,795	42,350,463	4235	+267
4307	Valley National Bank, Freeport	45,385,256	43,414,596	4092	
893	Adams County National Bank, Gettysburg	176,430,000	161,780,000	896	+3
1605	Gettysburg National Bank, Gettysburg	106,747,000	101,934,000	1511	
3059	Peoples Bank, Glen Rock	60,819,389	56,446,837	3012	
2559	Citizens National Bank, Greencastle	71,711,232	66,482,985	2529	
3533	First National Bank, Greencastle	53,818,482	48,745,365	3559	+26
517	Southwest National Bank, Greensburg	312,988,000	294,940,000	507	
697	First National Bank of Mercer Cty., Greenville	226,379,451	212,392,397	682	
4867	Peoples NB of Susquehanna Cty, Hallstead	40,540,000	35,765,000	5060	+193
3946	Hamburg Savings & Trust Co., Hamburg	48,662,291	47,797,323	3654	
990	Farmers' Bank & Trust Co., Hanover	160,691,000	164,451,000	874	
1704	Bank of Hanover & Trust Co., Hanover	101,125,000	95,945,539	1638	
1939	Harleysville National Bank & Trust Co., Harleysville	91,573,191	78,238,481	2095	+156
167	Dauphin Deposit Bank & Trust Co., Harrisburg	1,107,523,492	655,812,093	249	+82
203	Commonwealth National Bank, Harrisburg	924,671,000	911,760,000	180	
2959	Jefferson Bank, Haverford	62,804,338	55,865,500	3047	+88
1161	First State Bank, Hawley	137,861,000	130,144,000	1128	
837	Peoples First Nat'l Bank & Trust Co., Hazleton	188,834,392	166,889,000	865	+28
961	Hazleton National Bank, Hazleton	164,893,601	144,631,008	1009	+48
3025	First National Bank, Herminie	61,501,888	54,889,405	3103	+78
1975	Hershey Bank, Hershey	89,552,000	86,727,935	1849	
2263	Hollidaysburg Trust Co., Hollidaysburg	80,184,000	70,008,764	2393	+130
2396	Homer City State Bank, Homer City	76,159,166	68,464,940	2457	+61
2613	Wayne County Bank & Trust Co., Honesdale	70,186,229	64,091,352	2645	+32
4277	Honesdale National Bank, Honesdale	45,624,422	41,311,007	4340	+63
4807	Farmers & Merchants Bank, Honesdale	41,032,069	38,477,654	4690	
2663	Farmers' Bank & Trust Co., Hummelstown	69,103,467	62,539,000	2712	+49
2049	Penn Central National Bank, Huntingdon	86,874,881	86,710,010	1850	
638	National Bank of the Commonwealth, Indiana	245,413,999	232,572,293	618	
857	Savings & Trust Co., Indiana	184,310,000	184,043,421	779	
2208	Irwin Bank & Trust Co., Irwin	81,910,000	78,073,000	2100	
2326	Three Rivers B&T Co., Jefferson Borough	78,138,000	72,330,000	2299	
4144	Peoples Bank & Trust Co., Jennerstown	46,884,490	42,786,007	4167	+23
1922	First National Bank, Jermyn	92,182,290	87,177,617	1838	
3345	Jersey Shore State Bank, Jersey Shore	56,595,000	46,314,736	3785	+440
417	United States National Bank, Johnstown	412,332,343	407,506,436	392	
556	Johnstown Bank & Trust Co., Johnstown	286,270,000	270,692,270	541	
2091	Dale National Bank, Johnstown	85,724,511	78,181,306	2097	+6
2286	Moxham National Bank, Johnstown	79,204,543	72,647,555	2280	
4067	Merchants National Bank, Kittanning	47,636,779	43,373,106	4099	+32
110	Hamilton Bank, Lancaster	1,689,111,000	1,559,057,000	112	+2
382	Fulton Bank, Lancaster	449,734,000	407,168,000	374	+12
316	First Valley Bank, Lansford	558,558,910	543,718,730	287	
1997	Commercial NB of Westmoreland Cty., Latrobe	88,777,000	82,972,849	1953	
801	Lebanon Valley National Bank, Lebanon	197,674,681	178,788,343	797	
2742	People's National Bank, Lebanon	67,580,483	66,721,193	2520	
3988	Farmers' Trust Co., Lebanon	48,365,170	44,459,382	3976	
2615	First National Bank, Leechburg	70,089,580	63,944,065	2655	+40
3405	First National Bank, Leesport	55,599,224	51,064,844	3385	
4883	Lewisburg Trust Bank, Lewisburg	40,420,000	35,130,000	5146	+283
1580	Russell National Bank, Lewistown	108,168,133	103,432,509	1474	
532	Farmers First Bank, Lititz	300,656,770	280,109,736	529	
4491	Community NB of Southern Pa., Littlestown	43,745,870	45,534,557	3865	
4028	Manheim National Bank, Manheim	48,002,836	43,195,558	4118	+90
3171	First Citizens National Bank, Mansfield	59,085,037	55,259,823	3075	
4957	First NB of Mapleton, Mapleton Depot	39,804,507	35,625,000	5076	+119
3210	Mars National Bank, Mars	58,451,402	56,316,733	3017	
4551	Second National Bank, Masontown	43,328,000	39,189,862	4594	+43
2034	McKeesport National Bank, McKeesport	87,402,000	77,691,901	2111	+77
364	First National Bank, Meadville	471,905,000	410,406,000	387	+23
2827	First Bank & Trust Co., Mechanicsburg	65,465,000	59,334,030	2856	+29
2437	Tri-Cty. National Bank, Middleburg	75,031,875	74,415,224	2211	
3089	Swineford National Bank, Middleburg	60,238,556	45,525,000	3866	+777
4376	Mifflinburg Bank & Trust Co., Mifflinburg	44,657,929	40,580,665	4433	+57
2131	Juniata Valley Bank, Mifflintown	84,680,929	78,080,294	2099	
4439	First National Bank of Pike Cty., Milford	44,129,000	41,095,757	4365	
3226	Upper Dauphin National Bank, Millersburg	58,180,000	51,023,000	3388	+162
3266	Mid Penn Bank, Millersburg	57,589,000	55,000,000	3099	
4736	National Bank of Beaver Cty, Monaca	41,640,628	38,577,854	4678	
1448	Bank of Central Pa., Montoursville	115,442,048	107,347,516	1405	
1995	County National Bank, Montrose	88,879,086	81,245,000	1999	+4
3881	Union National Mt. Joy Bank, Mt. Joy	49,417,622	44,695,863	3954	+73
1942	Nazareth National Bank & Trust Co., Nazareth	91,426,000	83,833,800	1925	
3014	Second National Bank, Nazareth	61,686,308	59,599,111	2836	
4894	New Bethlehem Bank, New Bethlehem	40,314,080	35,641,325	5075	+181
1073	First National Bank of Western Pa., New Castle	148,855,561	134,857,136	1083	+10
2063	Peoples Bank of Western Pa., New Castle	86,498,782	79,826,849	2048	
3901	Citizens National Bank, New Castle	49,074,000	54,132,000	3153	
462	CCNB Bank NA, New Cumberland	351,991,000	311,919,000	485	+23
2009	New Holland Farmers Nat'l Bank, New Holland	88,253,328	82,850,063	1960	
2031	First National Bank & Trust Co., Newtown	87,504,283	74,667,000	2205	+174
95	Continental Bank, Norristown	1,977,840,000	1,730,270,000	98	+3
4667	National Bank, North East	42,413,000	40,713,029	4416	
900	Cement National Bank, Northampton	175,628,701	161,804,780	895	
436	Northwest Bank, Oil City	394,356,000	375,873,000	419	
2486	Old Forge Bank, Old Forge	73,695,079	73,083,417	2266	
3638	National Bank, Olyphant	52,311,000	46,416,850	3770	+132
4215	Columbia Cty. Farmers NB, Orangeville	46,285,000	42,607,000	4195	
2388	First National Bank, Palmerton	76,515,030	70,528,259	2370	
4708	Citizens Bank & Trust Co., Palmerton	41,991,004	40,349,000	4461	
4537	First National Bank, Peckville	43,419,089	37,758,190	4792	+255
4907	Pen Argyl National Bank, Pen Argyl	40,182,000	45,607,345	3857	
466	Bucks County Bank & Trust Co., Perkasie	348,599,559	292,017,566	510	+44

PHILADELPHIA

37	Philadelphia National Bank, Philadelphia	4,191,780,000	4,410,424,000	34	
49	First Pennsylvania Bank NA, Philadelphia	3,539,863,000	3,560,527,000	42	
59	Fidelity Bank, Philadelphia	3,040,337,000	2,656,317,000	58	
63	Girard Bank, Philadelphia	2,860,213,000	3,000,483,000	54	
67	Provident National Bank, Philadelphia	2,762,159,000	2,433,571,000	64	
130	Industrial Valley Bank & Trust Co., Philadelphia	1,467,220,000	1,341,917,000	127	
260	Central Penn National Bank, Philadelphia	708,748,000	674,308,000	243	
906	Frankford Trust Co., Philadelphia	173,945,000	156,338,000	918	+12

PITTSBURGH

15	Mellon Bank NA, Pittsburgh	12,891,198,000	12,498,583,000	15	
32	Pittsburgh National Bank, Pittsburgh	4,795,893,000	4,441,283,330	33	+1
75	Equibank, Pittsburgh	2,453,936,000	2,228,097,000	75	
142 R	Union National Bank, Pittsburgh	1,323,055,000	1,170,089,000	147	+5
2151	North Side Deposit Bank, Pittsburgh	83,938,419	73,327,507	2255	+104
2874	Allegheny Valley Bank, Pittsburgh	64,571,000	58,564,000	2892	+18
3028	Sheraden Bank, Pittsburgh	61,455,466	57,770,741	2948	
4208	Iron & Glass Bank, Pittsburgh	46,361,561	40,833,296	4400	+192
2675	First Bank of Greater Pittston, Pittston	68,861,000	63,324,000	2678	+3
3120	Miners Savings Bank, Pittston	59,780,087	55,239,266	3079	
2972	Peoples Bank of Unity, Plum Borough	62,560,007	52,318,671	3279	+307
4278	Portage National Bank, Portage	45,621,000	41,629,000	4304	+26
440	Pennsylvania Nat'l Bank & Trust Co., Pottsville	390,008,247	364,927,955	434	
2068	Miners National Bank, Pottsville	86,398,199	81,097,447	2002	
4868	Union Bank & Trust Co., Pottsville	40,539,000	37,121,000	4875	+7
959	Keystone National Bank, Punxsutawney	164,956,856	154,349,967	933	
2376	Quakertown National Bank, Quakertown	76,847,000	70,602,000	2365	
4908	Farmers National Bank, Quarryville	40,170,000	37,352,000	4833	
1141	Citizens & Northern Bank, Ralston	139,680,000	131,617,000	1119	
87	American Bank & Trust Co., Reading	2,102,305,000	1,754,337,000	93	+6
307	Bank of Pennsylvania, Reading	576,794,895	544,690,000	286	
3399	Tobias Knoblauch Private Bank, Reading	55,705,256	48,156,649	3614	+215
2336	Century National Bk & Tr Co., Rochester	77,930,612	72,338,455	2298	
627	Third National Bank & Trust Co., Scranton	250,112,697	228,967,000	630	+3
835	Penn Security Bank & Trust Co., Scranton	189,277,057	172,731,246	830	
1432	Scranton National Bank, Scranton	116,805,001	110,455,075	1371	
2130	Snyder Cty. Trust Co., Selinsgrove	84,743,114	77,419,767	2121	
630	McDowell National Bank, Sharon	248,915,000	227,712,000	633	+3
3590	First National Bank, Slippery Rock	52,918,467	48,240,708	3605	+15
3811	Hamlin Bank & Trust Co., Smethport	50,282,517	46,224,250	3790	
2294	Somerset Trust Co., Somerset	78,984,327	70,787,209	2361	+67
663	Union National Bank & Trust Co., Souderton	236,296,593	216,368,328	671	+8
4790	Spring Grove National Bank, Spring Grove	41,160,000	36,787,000	4921	+131
386	Central Counties Bank, State College	444,498,000	419,260,000	378	
1564	Peoples NB of Cent'l Penn, State College	109,088,332	93,810,783	1690	+126
3579	Farmers Community Bank, State College	53,025,000	44,944,222	3914	+355
1322	First National Bank of Lancaster Cty., Strasburg	125,192,150	104,784,906	1452	+130
1046	Security Bank & Trust Co., Stroudsburg	151,805,000	141,469,242	1028	
1148	First National Trust Bank, Sunbury	139,302,726	132,440,221	1109	
3066	First Nat'l Bank of Bradford Cty., Towanda	60,636,006	51,235,064	3372	+306
3944	First Bank of Troy, Troy	48,679,761	47,382,740	3689	
313	Gallatin National Bank, Uniontown	566,753,000	506,354,887	310	
1418	Fayette Bank & Trust Co., Uniontown	117,771,068	115,679,748	1305	
274	Marine Bank, Warren	668,128,000	383,474,000	409	+135
306	Pennbank, Warren	578,827,000	541,540,000	290	
650	First National Bank & Trust Co., Washington	242,119,000	218,275,216	660	+10
1795	First National Bank & Trust Co., Waynesboro	96,745,016	90,884,693	1767	
4235	Citizens Nat'l Bank & Trust Co., Waynesboro	46,086,042	43,680,320	4057	
2225	First National Bank, West Chester	81,245,680	73,872,000	2235	+10

WILKES-BARRE

189	Northeastern Bank of Pa., Wilkes-Barre	974,952,000	788,561,000	217	+28
240	First Eastern Bank NA, Wilkes-Barre	756,942,000	732,249,000	227	
305	United Penn Bank, Wilkes-Barre	579,214,000	558,521,292	279	
543	Wyoming Nat'l Bank, Wilkes-Barre	291,946,805	258,865,354	562	+19
1958	Hanover Bank of Pennsylvania, Wilkes-Barre	90,549,960	81,826,259	1987	+29
398	Commonwealth B&T Co. NA, Williamsport	430,380,887	386,901,821	429	+31
420	Northern Central Bank, Williamsport	410,503,451	386,939,876	404	
1477	Williamsport National Bank, Williamsport	114,365,175	112,838,161	1339	

R—Revised.

PENNSYLVANIA—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
2006	Bank & Trust Co. of Old York Road, Willow Grove	88,366,000	69,094,000	2428	+422
2411	Union Nat'l Bank & Trust Co., Willow Hill	75,758,000	71,444,222	2335	
2667	Citizens National Bank, Windber	68,968,021	56,257,463	3021	+354
339	York Bank & Trust Co., York	504,467,000	463,333,000	339	
1338	Drovers & Mechanics Bank, York	123,917,000	115,503,000	1311	

PUERTO RICO

253	Banco de Santander-P.R., Hato Rey	726,264,413	607,925,992	260	+7
263	Banco Central Corp, Hato Rey	696,146,890	788,902,196	209	
442	Scotiabank de Puerto Rico, Hato Rey	387,332,926	486,128,071	325	
4983	Banco Cooperativo, Hato Rey	39,566,290	91,564,601	1747	
1120	Roig Commercial Bank, Humacao	141,894,913	139,319,150	1046	
155	Banco de Ponce, Ponce	1,224,427,815	1,156,182,222	149	
82	Banco Popular de Puerto Rico, San Juan	2,208,174,257	2,111,731,741	78	
827	Banco Comercial de Mayaguez, San Juan	191,156,197	163,522,088	879	+52
423	Banco de San Juan, Santurce	409,498,969	344,944,357	452	+29

RHODE ISLAND

3129	Newport National Bank, Newport	59,660,000	52,743,438	3244	+115

PROVIDENCE

57	Fleet National Bank, Providence	3,058,274,000	2,720,206,000	56	
127	Old Stone Bank, Providence	1,482,677,000	1,325,442,000	129	+2
147	Rhode Island Hospital Trust NB, Providence	1,286,574,000	1,240,833,000	139	
712	Citizens Trust Co., Providence	223,066,772	200,446,571	729	+17
1099	Columbus National Bank, Providence	144,898,000	124,486,000	1191	+92
1303	Washington Trust Co., Westerly	126,576,693	122,961,534	1207	

SOUTH CAROLINA

1449	Farmers & Merchants Bank, Aiken	115,343,578	106,481,372	1422	
4593	Andrews Bank & Trust Co., Andrews	43,030,754	35,439,000	5096	+503
1457	Bank of Beaufort, Beaufort	115,078,325	86,449,941	1859	+402
4945	Capital Bank & Trust, Beltor	39,936,000	36,014,000	5021	+76
146	Citizens & Southern National Bank, Charleston	1,292,287,568	965,980,000	172	+26
4064	M.S. Bailey & Son, Bankers, Clinton	47,669,000	39,850,327	4517	+453
131	South Carolina National Bank, Columbia	1,465,536,000	1,311,673,000	131	
168	Bankers Trust of South Carolina, Columbia	1,093,619,000	969,730,658	171	+3
186	First National Bank of South Carolina, Columbia	1,001,259,000	824,559,043	195	+9
448	First-Citizens Bank & Trust Co., Columbia	378,470,613	304,264,554	496	+48
2588	Conway National Bank, Conway	70,732,000	59,406,000	2850	+262
239	Southern Bank & Trust Co., Greenville	761,209,000	458,118,000	341	+102
1807	Community Bank, Greenville	96,179,000	80,600,000	2021	+214
4880	County Bank, Greenwood	40,437,000	38,193,899	4726	
2141	Bank of Greer, Greer	84,342,000	77,251,000	2129	
2212	Palmetto Bank, Laurens	81,758,000	49,557,317	3498	+1286
1551	Lexington State Bank, Lexington	109,930,178	93,042,864	1704	+153
1609	First National Bank, Orangeburg	106,489,105	92,241,643	1734	+125
1987	Rock Hill National Bank, Rock Hill	89,153,256	75,255,653	2184	+197
858	National Bank of South Carolina, Sumter	183,859,608	160,548,879	901	+43
3570	Farmers & Merchants Bank, Walterboro	53,176,510	48,716,000	3563	

SOUTH DAKOTA

535	First National Bank, Aberdeen	297,283,000	281,490,000	524	
1230	First Bank NA, Aberdeen	132,874,000	131,899,000	1114	
4010	Farmers & Merchants B&T Co., Aberdeen	48,239,041	44,726,000	3949	
4533	State Bank, Alcester	43,429,107	37,394,398	4827	+294
2946	Bank of Belle Fourche, Belle Fourche	63,101,000	56,957,315	2984	+38
2050	First National Bank, Brookings	86,806,000	83,940,000	1923	
2495	Farmers & Merchants Bank, Huron	73,588,000	71,080,284	2349	
4958	First National Bank, Lemmon	39,794,000	42,708,000	4182	
1829	Commercial Trust & Savings Bank, Mitchell	95,502,000	83,942,000	1922	+93
2075	First Mitchell National Bank, Mitchell	86,231,000	82,943,000	1956	
4621	Farmers State Bank, Parkston	42,797,699	39,601,908	4549	
2090	BankWest NA, Pierre	85,778,828	69,945,184	2397	+307
508	First NB of the Black Hills, Rapid City	323,823,315	307,092,763	492	

SIOUX FALLS

132	Citibank (South Dakota) NA, Sioux Falls	1,456,246,000	1,638,885,499	107	
302	First Bank of South Dakota NA, Sioux Falls	584,344,000	550,094,000	282	
342	Northwestern National Bank, Sioux Falls	498,495,513	455,200,251	344	+2
942	First National Bank, Sioux Falls	166,885,573	159,782,063	904	
1056	United National Bank, Sioux Falls	150,448,000	140,448,214	1041	
1853	Western Bank, Sioux Falls	94,758,277	92,560,203	1722	
2949	Valley National Bank, Sioux Falls	62,994,173	56,586,832	3002	+53
1937	First National Bank, Watertown	91,662,009	79,614,527	2055	+118
2374	Farmers & Merchants B&T Co., Watertown	76,896,309	82,917,090	1958	
2936	Farmers State Bank, Winner	63,341,634	55,499,692	3062	+126
2354	American State Bank, Yankton	77,377,939	76,563,339	2147	
4706	First Dakota National Bank, Yankton	42,028,041	45,198,741	3909	

TENNESSEE

3552	First National B & T Co., Athens	53,485,154	48,331,500	3599	+47
1619	Barretville Bank & Trust Co., Barretville	105,546,000	100,387,582	1547	
1670	Tri-City Bank & Trust Co., Blountville	102,606,575	89,709,718	1786	+118
3667	Hardeman Cty. Bank, Bolivar	51,918,726	43,718,569	4049	+382
3425	Brownsville Bank, Brownsville	55,298,000	48,219,000	3607	+182
4544	First State Bank, Brownsville	43,350,349	40,218,782	4476	
4352	Bank of Camden, Camden	44,870,602	40,000,000	4502	+150
2868	Citizens Bank, Carthage	64,785,000	61,093,000	2767	

CHATTANOOGA

282	American National Bank & Trust Co., Chattanooga	631,654,919	594,144,000	267	
416	First Tennessee Bank NA, Chattanooga	412,648,000	360,776,000	436	+20
808	Pioneer Bank, Chattanooga	195,397,518	175,852,000	810	+2
1115	United American Bank, Chattanooga	142,689,000	92,430,000	1728	+613
2415	Commerce Union Bank, Chattanooga	75,570,000	63,573,000	2868	+253
1402	First National Bank, Clarksville	118,993,174	104,812,514	1451	+49
1601	Northern Bank of Tennessee, Clarksville	106,948,904	96,687,786	1618	+17
2178	Commerce Union Bank, Clarksville	83,187,000	78,653,435	2084	
2195	Cleveland Bank & Trust Co., Cleveland	82,454,037	72,621,000	2282	+87
2322	Merchants Bank, Cleveland	78,287,389	74,446,369	2210	
2678	First American Bank of Cleveland NA, Cleveland	68,836,568	64,356,137	2632	
3888	First Citizens Bank, Cleveland	49,314,821	38,799,000	4651	+763
2155	First American Bank of Anderson Cty., Clinton	83,885,850	81,958,744	1984	
3607	Hamilton First Bank NA, Clinton	52,750,520	50,550,842	3424	
1618	First Farmers & Merchants NB, Columbia	105,596,000	93,911,025	1688	+70
1896	Middle Tennessee Bank, Columbia	93,421,151	82,335,826	1879	+83
1714	Citizens Bank, Cookeville	100,521,217	89,372,917	1796	+82
2192	First Tennessee Bank NA, Cookeville	82,599,000	75,419,000	2176	
2977	American Bank & Trust, Cookeville	62,508,000	53,782,011	3174	+197
3928	Bank of Putnam Cty., Cookeville	48,816,545	43,456,472	4084	+156
1690	Tipton County Bank, Covington	101,805,960	91,699,000	1744	+54
4283	First State Bank, Covington	45,551,931	42,395,440	4227	
2750	First National Bank, Crossville	67,394,605	66,027,940	2559	
4906	Cumberland Cty. Bank, Crossville	40,182,995	34,045,558	5309	+403
3789	Dayton Bank & Trust Co., Dayton	50,454,000	49,606,000	3495	
3355	First National Bank, Dickson	56,386,000	51,881,000	3304	
1468	First-Citizens National Bank, Dyersburg	114,881,361	100,962,000	1529	+61
4563	First Tennessee Bank, Dyersburg	43,239,000	40,133,000	4487	
3162	Carter County Bank, Elizabethton	59,156,000	55,293,000	3073	
3195	Citizens Bank, Elizabethton	58,661,000	52,545,000	3263	+68
2654	Union National Bank, Fayetteville	69,278,744	67,827,126	2480	
1249	Williamson County Bank, Franklin	131,572,671	114,797,497	1318	+69
1751	First Tennessee Bank NA, Franklin	99,025,000	93,025,600	1705	
3802	Commerce Union Bank Sumner Cty., Gallatin	50,371,000	47,895,412	3643	
4519	United Southern Bank of Sumner Cty., Gallatin	43,546,000	39,469,258	4558	+39
3409	First National Bank, Gatlinburg	55,549,663	41,378,094	4331	+922
4788	Bank of Germantown, Germantown	41,164,000	38,421,427	4697	
2538	Bank of Goodlettsville, Goodlettsville	72,365,501	66,333,944	2540	+2
1429	Greene County Bank, Greeneville	116,966,000	104,049,423	1466	+37
2321	Commerce Union Bank Greeneville, Greeneville	78,313,142	70,835,787	2360	+39
2121	Bank of Roane County, Harriman	84,998,461	78,733,463	2081	
3899	First State Bank, Henderson	49,107,322	42,544,000	4201	+302
3402	Merchants State Bank, Humboldt	55,661,718	52,376,197	3276	
2691	Bank of Huntingdon, Huntingdon	68,500,012	61,361,287	2752	+61
1344	First American Bank of Jackson NA, Jackson	123,436,000	119,259,000	1254	
1423	Jackson National Bank, Jackson	117,518,053	105,556,004	1420	
1549	National Bank of Commerce, Jackson	110,031,428	106,174,343	1428	
1086	City & Cty. Bank, Johnson City	146,910,277	134,123,267	1082	+6
1371	Hamilton Bank, Johnson City	120,959,508	106,561,418	1419	+48
4665	Commerce Union Bank Johnson City, Johnson City	42,414,237	42,618,203	4194	
2064	First Tennessee Bank, Jonesboro	86,436,000	79,854,589	2045	
533	First American Bank-Eastern NA, Kingsport	298,884,000	266,622,000	551	+18
2334	First Tennessee Bank NA, Kingsport	77,989,000	67,342,000	2495	+161

KNOXVILLE

300	United American Bank, Knoxville	590,861,237	537,300,014	292	
403	Park National Bank, Knoxville	423,342,000	398,291,854	399	
750	City & Cty. Bank of Knox Cty., Knoxville	211,360,000	145,038,351	1003	+253
776	Valley Fidelity Bank & Trust Co., Knoxville	202,573,357	180,531,541	788	+12
1070	First Tennessee Bank, Knoxville	148,958,000	135,910,000	1074	+4
1183	Bank of Knoxville, Knoxville	136,091,168	126,502,938	1169	
2432	First American Bank, Knoxville	75,112,001	70,516,374	2371	
4005	Macon Bank & Trust Co., Lafayette	48,284,335	43,957,378	4026	+21
4950	Peoples National Bank, LaFollette	39,840,251	34,159,500	5290	+340
1352	City & Cty. Bank of Anderson Cty., Lake City	122,740,002	106,311,118	1424	+72
2732	First National Bank, Lawrenceburg	67,744,613	60,154,765	2808	+76
3898	Commerce Union Bank, Lawrenceburg	49,109,000	45,321,000	3893	
2513	Lebanon Bank, Lebanon	72,979,000	66,874,000	2516	+3
2795	First NB of Loudon Cty., Lenoir City	66,269,000	57,181,000	2968	+173
4454	Bank of Loudon Cty., Lenoir City	44,024,000	35,442,497	5094	+640
4345	First National Bank, Lewisburg	44,936,000	39,605,000	4547	+202
4561	Peoples & Union Bank, Lewisburg	43,256,000	42,284,813	4238	
3756	Central State Bank, Lexington	50,747,766	43,511,913	4079	+323
3105	Union Bank & Trust Co., Livingston	59,992,480	55,923,690	3042	
3994	Bank of Madisonville, Madisonville	48,328,000	44,827,511	3942	
4813	Martin Bank, Martin	40,987,777	44,506,622	3970	
913	Bank of Maryville, Maryville	172,935,000	162,268,321	888	
1325	Blount National Bank, Maryville	125,037,705	110,703,716	1367	+42
2341	City Bank & Trust Co., McMinnville	77,796,997	73,402,000	2251	
3010	First National Bank, McMinnville	61,782,612	57,924,713	2935	

MEMPHIS

138	First Tennessee Bank NA, Memphis	1,375,211,000	1,297,059,000	121	
190	Union Planters National Bank, Memphis	969,340,000	898,436,161	183	
288	National Bank of Commerce, Memphis	608,729,000	547,101,000	284	
561	Commercial & Industrial Bank, Memphis	282,917,697	218,124,614	661	+100
594	Memphis Bank & Trust Co., Memphis	266,067,763	237,661,000	605	+11
1466	United American Bank, Memphis	114,900,000	98,188,000	1582	+116
1780	Commerce Union Bank, Memphis	97,468,787	89,157,383	1799	+19
4027	First American Bank of Memphis NA, Memphis	48,007,000	42,220,000	4245	+218
4473	First American Bank, Milan	43,884,675	38,783,000	4654	+181
2140	Bank of Commerce, Morristown	84,381,168	72,152,000	2308	+168
2976	Hamilton Bank, Morristown	62,516,000	60,523,929	2792	
1204	Murfreesboro Bank & Trust Co., Murfreesboro	134,706,766	131,809,965	1116	
2065	Commerce Union Bank, Murfreesboro	86,416,000	80,956,000	2007	

NASHVILLE

150	Third National Bank, Nashville	1,254,878,000	1,187,044,000	143	
157	First American Bank of Nashville NA, Nashville	1,196,441,000	1,206,003,000	141	
172	Commerce Union Bank, Nashville	1,083,465,255	1,047,650,502	159	
698	Nashville City Bank & Trust Co., Nashville	225,759,580	196,411,000	751	+53
978	US Bank of Nashville, Nashville	162,283,000	171,969,425	835	
2852	First Tennessee Bank NA-Nashville, Nashville	65,094,964	51,721,000	3317	+465
4033	Citizens Bank, New Tazewell	47,951,901	45,188,000	3910	
3815	Merchants & Planters Bank, Newport	50,239,963	46,376,000	3773	
1902	Bank of Oak Ridge, Oak Ridge	93,233,615	89,214,288	1798	
4704	First National Bank, Oneida	42,029,375	38,868,017	4640	
2023	Commercial Bank & Trust Co., Paris	87,718,048	79,495,937	2059	+36
4270	First Trust & Savings Bank, Paris	45,707,000	41,740,000	4293	+23
2214	First National Bank, Pulaski	81,732,542	75,441,131	2173	
2875	Union Bank, Pulaski	64,552,366	60,138,634	2809	
4506	Bank of Ripley, Ripley	43,635,875	40,668,111	4421	
1840	Citizens Union Bank, Rogersville	95,258,000	87,796,615	1826	
3907	City & Cty. Bank, Rogersville	49,031,000	37,920,000	4762	+855
3078	Bank of Sevierville, Sevierville	60,383,022	54,613,000	3126	+48
3371	Sevier Cty. Bank, Sevierville	56,094,965	48,026,643	3628	+257
2785	First National Bank, Shelbyville	66,623,727	60,971,398	2774	
3051	Peoples National Bank, Shelbyville	61,020,729	58,285,770	2906	
3164	First National Bank, Sparta	59,132,191	53,410,152	3197	+33
4451	First National Bank, Springfield	44,042,496	38,481,448	4688	+237
3315	Sweetwater Valley Bank, Sweetwater	56,916,862	48,834,000	3557	+242
2672	Commerce Union Bank, Union City	68,919,000	64,881,275	2608	
3749	First American Bank, Union City	50,895,837	48,191,637	3610	
4618	United Southern Bank of Humphreys Cty., Waverly	42,817,222	41,723,000	4296	
3835	Farmers Bank & Trust, Winchester	49,957,000	43,643,000	4063	+228
3175	Bank of Commerce, Woodbury	59,035,472	54,237,326	3147	

TEXAS

ABILENE

389	First State Bank, Abilene	442,174,600	438,801,855	357	
496	First National Bank, Abilene	334,472,845	303,180,929	499	+3
571	Abilene National Bank, Abilene	275,679,701	376,803,797	418	
915	InterFirst Bank Abilene NA, Abilene	172,639,000	211,122,538	687	

TEXAS—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
1772	Bank of Commerce, Abilene	98,120,932	81,461,459	1994	+222
3057	Allied Addicks Bank, Addicks	60,848,000	52,258,000	3282	+225
4599	InterFirst Bank Addison, Addison	42,961,000	37,373,000	4830	+231
3530	Alamo Bank of Texas, Alamo	53,826,000	47,822,000	3651	+121
1478	Alice National Bank, Alice	114,362,989	108,335,535	1396	
1572	First City Bank, Alice	108,632,060	105,608,164	1439	
1920	Alvin State Bank, Alvin	92,351,000	90,166,057	1781	
3971	First National Bank, Alvin	48,492,311	41,759,691	4286	+315
	AMARILLO				
254	First National Bank, Amarillo	725,503,659	631,085,203	255	+1
352	Amarillo National Bank, Amarillo	488,096,881	412,342,858	383	+31
743	Texas American Bank/Amarillo, Amarillo	213,188,715	202,966,998	716	
2242	Tascosa National Bank, Amarillo	80,969,778	69,964,868	2396	+154
2258	Texas Commerce Bank-Amarillo, Amarillo	80,300,658	63,992,962	2654	+396
4579	North State Bank, Amarillo	43,112,469	50,557,364	3422	
4865	Commercial State Bank, Andrews	40,566,744	35,237,082	5128	+263
3792	Allied First National Bank, Angleton	50,431,636	45,172,287	3913	+121
	ARLINGTON				
610	Texas Commerce Bank-Arlington, Arlington	257,749,205	221,631,553	649	+39
983	First City Nat'l Bank, Arlington	162,023,096	137,198,751	1065	+82
2149	Arlington Bank of Commerce, Arlington	84,216,000	74,297,376	2216	+67
3804	Bank of Arlington, Arlington	50,359,000	47,355,000	3692	
4555	First City Bank-Central Arlington NA, Arlington	43,284,000	37,239,862	4857	+302
2194	First National Bank, Athens	82,456,726	70,975,273	2352	+158
4968	Atlanta National Bank, Atlanta	39,708,777	37,837,215	4781	
	AUSTIN				
209	InterFirst Bank Austin NA, Austin	902,495,000	758,397,215	222	+13
251	Texas Commerce Bank-Austin NA, Austin	730,458,238	670,467,458	244	
361	First City National Bank, Austin	476,651,505	423,157,629	374	+13
495	American National Bank, Austin	334,670,000	324,461,000	474	
1606	RepublicBank Austin, Austin	106,738,000	99,623,000	1559	
1799	Texas American Bank/Austin, Austin	96,553,664	88,053,903	1822	+23
2014	RepublicBank South Austin, Austin	87,984,000	82,429,000	1975	
2299	United Bank of Texas, Austin	78,826,055	61,632,000	2742	+443
3509	InterFirst Bank Oak Hill NA, Austin	54,122,000	40,251,000	4473	+964
3569	Citizens National Bank, Austin	53,204,669	45,376,000	3884	+315
3601	Travis Bank & Trust, Austin	52,827,000	55,955,000	3040	
4150	Bank of the Hills, Austin	46,830,000	38,220,000	4724	+574
4746	InterFirst Bank NW Austin NA, Austin	41,519,146	22,315,579	7659	+2913
4674	First National Bank, Ballinger	42,372,645	37,575,000	4809	+135
1640	First National Bank, Bay City	104,020,744	97,264,275	1607	
1999	Bay City Bank & Trust Co., Bay City	88,752,271	83,451,445	1940	
1940	Citizens Bank & Trust Co., Baytown	91,539,165	78,840,474	2076	+136
3055	InterFirst Bank Baytown, Baytown	60,887,128	51,350,097	3361	+306
	BEAUMONT				
478	First City National Bank, Beaumont	342,235,679	304,080,622	497	+19
597	Texas Commerce Bank-Beaumont NA, Beaumont	264,795,701	249,463,750	582	
1544	InterFirst Bank, Beaumont	110,501,413	100,864,861	1536	
3199	Texas Bank, Beaumont	58,634,318	50,824,000	3407	+208
4990	Lamar State Bank, Beaumont	39,534,953	34,821,433	5191	+201
4000	First State Bank, Bedford	48,293,973	42,938,000	4148	+148
2963	Commercial National Bank, Beeville	62,714,283	46,539,367	3759	+796
4671	First National Bank, Beeville	42,395,524	37,907,000	4768	+97
980	InterFirst Bank SW Houston NA, Bellaire	162,154,000	181,432,887	785	
2670	First National Bank, Bellaire	68,951,172	70,313,843	2380	
2891	Commonwealth Bank, Bellaire	64,316,000	50,508,000	3426	+535
3930	First National Bank, Bellville	48,804,597	42,844,065	4159	+229
1363	First National Bank, Big Spring	122,018,465	119,149,232	1256	
2110	State National Bank, Big Spring	85,340,888	79,476,060	2060	
4347	Boerne State Bank, Boerne	44,911,992	36,921,385	4899	+552
3332	Bonham State Bank, Bonham	56,725,044	55,380,236	3071	
2160	First Bank & Trust Co., Booker	83,785,551	67,730,979	2485	+325
1617	Panhandle Bank & Trust Co., Borger	105,701,386	91,371,613	1751	+134
2583	First National Bank, Borger	70,919,588	66,323,440	2541	
2231	First National Bank, Bowie	81,156,685	77,667,054	2114	
2650	Texas American Bank/Breckenridge NA, Breckenridge	69,323,000	62,355,400	2720	+70
4627	Citizens National Bank, Breckenridge	42,728,874	38,775,370	4656	+29
2086	First National Bank, Brenham	86,008,489	82,395,543	1976	
2209	Washington County State Bank, Brenham	81,847,748	65,447,688	2588	+379
3100	Brenham National Bank, Brenham	60,100,826	50,593,205	3418	+318
3528	First National Bank, Brownfield	53,877,152	44,203,528	3993	+465
3629	Brownfield State Bank & Trust Co., Brownfield	52,448,136	59,316,060	2857	
394	First National Bank at Brownsville, Brownsville	435,087,000	343,227,000	455	+61
646	Texas Commerce Bank-Brownsville, Brownsville	242,959,685	205,741,199	707	+61
2021	RepublicBank Brownwood NA, Brownwood	87,803,559	77,473,748	2118	+97
4004	Southwest State Bank, Brownwood	48,290,367	49,076,000	3537	
4771	Citizens National Bank, Brownwood	41,296,000	36,331,000	4981	+210
1101	First Bank & Trust, Bryan	144,579,000	127,533,687	1158	+57
1251	First City National Bank, Bryan	131,216,000	112,772,000	1342	+91
2152	First National Bank, Bryan	83,930,000	72,287,160	2300	+148
4656	Farmers & Merchants St. Bk., Burleson	42,470,361	38,267,476	4716	+60
4963	First State Bank, Burnet	39,736,703	33,310,818	5420	+457
3788	Citizens National Bank, Cameron	50,455,225	46,116,151	3803	+15
4080	First State Bank, Canadian	47,577,306	35,855,758	5046	+966
2532	First National Bank, Canyon	72,554,111	62,467,246	2714	+182
1509	InterFirst Bank, Carrollton	112,641,650	96,758,000	1615	+106
4284	RepublicBank Carrollton, Carrollton	45,546,474	44,317,618	3987	
2797	First State Bank & Trust Co., Carthage	66,225,023	55,034,775	3096	+299
3545	First National Bank, Carthage	53,583,531	45,681,384	3851	+306
2786	Farmers State Bank, Center	66,614,000	64,889,000	2607	
2853	Channelview Bank, Channelview	65,093,000	62,893,000	2693	
4152	First City Bank, Clear Lake City	46,815,000	44,484,000	3973	
2416	Cleburne National Bank, Cleburne	75,534,050	62,855,073	2696	+280
2548	First National Bank, Cleburne	72,074,778	65,589,000	2580	+32
3556	First Bank & Trust, Cleveland	53,391,000	48,480,000	3586	+30
4792	Cleveland Bank & Trust, Cleveland	41,148,300	38,484,151	4687	
4458	InterFirst Bank Clifton, Clifton	44,010,716	40,354,409	4460	+2
4305	First Coleman National Bank, Coleman	45,396,495	39,109,081	4605	+300
2556	RepublicBank A&M, College Station	71,862,000	61,717,000	2740	+184
3514	University National Bank, College Station	54,018,851	43,658,202	4061	+547
3965	Unitedbank College Station NA, College Station	48,544,000	40,188,537	4479	+514
4209	City National Bank, Colorado City	46,333,999	41,813,785	4277	+68
4135	Comanche National Bank, Comanche	46,958,139	43,059,661	4129	
4654	Security State Bank, Commerce	42,480,000	33,541,000	5384	+730
1082	InterFirst Bank Conroe NA, Conroe	147,141,128	114,392,008	1323	+241
1403	Allied Conroe Bank, Conroe	118,837,486	102,452,000	1494	+91
	CORPUS CHRISTI				
338	Corpus Christi National Bank, Corpus Christi	505,891,000	459,070,000	340	+2
497	First City Bank of Corpus Christi, Corpus Christi	333,724,000	302,265,054	500	+3
1258	Texas Commerce Bank-Corpus Christi NA, Corpus Christi	130,241,884	109,443,811	1384	+126
1379	Citizens State Bank, Corpus Christi	120,300,270	121,276,409	1229	
1481	Parkdale Bank, Corpus Christi	114,313,731	100,002,000	1555	+74
2387	American National Bank, Corpus Christi	76,529,733	69,969,915	2395	+8
2818	First State Bank, Corpus Christi	65,609,669	58,900,094	2879	+61
2994	Mercantile National Bank, Corpus Christi	62,134,000	58,300,565	2905	
3462	First National Bank, Corpus Christi	54,763,000	51,794,000	3312	
4932	Texas Commerce Bank-Gulfway NA, Corpus Christi	39,998,435	35,851,537	5047	+115
1133	InterFirst Bank Corsicana NA, Corsicana	140,971,000	129,860,944	1133	+3
4603	Corsicana National Bank, Corsicana	42,924,629	36,144,907	4998	+395
4763	State National Bank, Corsicana	41,381,481	36,749,000	4924	+161
4086	Allied First National Bank, Crockett	47,493,587	45,206,831	3907	
4873	Crosby State Bank, Crosby	40,509,377	39,703,977	4537	
3359	Citizens State Bank, Dalhart	56,367,971	52,734,875	3248	
	DALLAS				
21	Interfirst Bank Dallas NA, Dallas	7,886,254,000	7,544,952,000	20	
22	RepublicBank Dallas NA, Dallas	7,878,961,000	7,130,456,000	22	
54	Mercantile National Bank, Dallas	3,284,189,000	2,683,655,000	57	+3
235	First City Bank, Dallas	776,431,067	588,232,073	269	+34
249	BancTexas Dallas NA, Dallas	732,779,000	527,927,000	302	+53
439	Preston State Bank, Dallas	391,260,818	372,024,313	425	
490	Allied Lakewood Bank, Dallas	336,582,669	265,950,718	553	+63
570	Texas American Bank/Dallas, Dallas	275,688,975	239,299,000	603	+33
603	Northpark National Bank, Dallas	262,233,630	225,920,578	638	+35
634	Texas Commerce Bank-Dallas NA, Dallas	246,081,728	170,530,856	842	+208
662	RepublicBank Oak Cliff, Dallas	236,296,402	217,894,449	666	+4
740	InterFirst Bank Park Cities, Dallas	214,320,000	173,332,792	825	+85
855	Cullen/Frost Bank of Dallas NA, Dallas	185,066,302	173,933,810	822	
1173	North Dallas Bank & Trust Co., Dallas	137,088,865	130,461,348	1125	
1302	RepublicBank Greenville Avenue, Dallas	126,707,482	109,672,123	1378	+76
1353	Bank of Dallas, Dallas	122,720,000	92,784,224	1715	+362
1430	Grand Avenue Bank, Dallas	116,928,000	91,264,331	1753	+323
1479	InterFirst Bank Oak Cliff, Dallas	114,348,000	103,294,000	1478	
1503	Dallas Bank & Trust Co., Dallas	112,989,000	122,878,994	1208	
1550	Merchants State Bank, Dallas	109,962,807	95,302,042	1657	+107
1740	Guaranty Bank, Dallas	99,443,000	94,711,000	1674	
1830	Allied Bank, Dallas	95,499,000	59,776,000	2828	+998
2158	First Citizens Bank, Dallas	83,824,335	83,503,620	1937	
2180	Capital Bank, Dallas	83,125,393	68,888,526	2441	+261
2250	Texas Commerce Bank-Hillcrest, Dallas	80,485,000	65,079,000	2601	+351
2277	Texas Independent Bank, Dallas	79,748,355			
2817	BancTEXAS White Rock, Dallas	65,610,000	53,022,193	3231	+414
2901	Inwood National Bank, Dallas	64,113,574	53,358,003	3200	+299
3046	RepublicBank Dallas East NA, Dallas	61,086,000	59,847,000	2822	
3063	First City Bank-Valley View, Dallas	60,748,900	59,476,241	2846	
3458	First City Bank-East Dallas, Dallas	54,829,817	47,155,914	3708	+250
3584	Texas Commerce Bank-Campbell Centre NA, Dallas	52,981,371	44,088,000	4005	+421
3608	Texas Commerce Bank-Casa Linda NA, Dallas	52,743,918	36,375,000	4971	+1363
3643	Dallas International Bank, Dallas	52,264,000	66,162,000	2551	
3650	Allied Bank-Oak Cliff, Dallas	52,147,881	43,399,002	4094	+444
3770	InterFirst Bank Pleasant Grove, Dallas	50,594,000	43,135,000	4124	+354
3847	Bank of Texas, Dallas	49,814,000	39,759,525	4533	+686
3891	Commonwealth National Bank, Dallas	49,187,962	45,626,000	3856	
4041	Texas Commerce Bank-Preston Royal NA, Dallas	47,884,168	44,515,000	3968	
4421	Texas Commerce Bank-Northwest NA, Dallas	44,289,110	38,948,816	4630	+209
4442	Texas American Bank/Prestonwood NA, Dallas	44,089,876	40,544,000	4440	
4869	Bent Tree National Bank, Dallas	40,535,365			
4959	Pan American National Bank, Dallas	39,783,306	20,271,100	8185	+3226
4982	First City Bank-Market Center NA, Dallas	39,567,160	32,473,922	5561	+579
4594	Dayton State Bank, Dayton	43,018,449	39,894,520	4508	
4055	First National Bank, Decatur	47,745,658	45,261,648	3900	
3837	Allied Deer Park Bank, Deer Park	49,935,000	45,122,726	3920	+83
1990	Del Rio Bank & Trust Co., Del Rio	89,099,329	74,324,174	2214	+224
3219	Del Rio National Bank, Del Rio	58,301,060	56,704,334	2999	
1855	InterFirst Bank Denison NA, Denison	94,545,000	84,129,000	1919	+64
2331	Texas American Bank/Denison, Denison	78,051,762	79,562,000	2057	
918	First State Bank, Denton	172,098,093	141,197,478	1032	+114
2188	First Denton County Nat'l Bk, Denton	82,726,728	80,959,499	2006	
4464	US Bank, Denton	43,963,796	35,311,442	5115	+651
4966	Yoakum Cty. State Bank, Denver City	39,719,000	36,788,000	4920	
3027	Citizens State Bank, Dickinson	61,456,883	54,261,085	3146	+119
4228	First State Bank, Dimmitt	46,146,655	51,931,750	3300	
4443	First State Bank, Dumas	44,083,000	40,553,191	4437	
2220	First National Bank, Duncanville	81,476,218	70,949,553	2354	+134
2102	First National Bank, Eagle Pass	85,494,695	73,895,152	2233	+131
4165	Union State Bank, East Bernard	46,693,308	43,049,378	4130	
4346	Eastland National Bank, Eastland	44,926,419	41,245,776	4348	+2
1798	First State Bank & Trust Co., Edinburg	96,568,841	95,479,687	1650	
3510	First National Bank, Edinburg	54,073,683	46,549,940	3757	+247
4616	Jackson Cty. State Bank, Edna	42,821,763	37,290,607	4844	+228
2646	Commercial State Bank, El Campo	69,404,889	64,217,850	2638	
3936	First National Bank, El Campo	48,718,457	42,988,378	4139	+203
	EL PASO				
291	El Paso National Bank, El Paso	603,684,425	528,921,000	298	+7
295	State National Bank, El Paso	599,370,000	513,978,000	309	+14
772	First City National Bank, El Paso	203,542,840	169,732,641	853	+81
1561	InterFirst Bank El Paso NA, El Paso	109,490,000	32,495,000	5555	+3994
2352	American Bank of Commerce, El Paso	77,418,000	64,600,718	2621	+269
2689	First State Bank, El Paso	68,506,000	58,099,559	2923	+234
2768	Bassett National Bank, El Paso	66,925,000	54,905,567	3102	+334
3101	Coronado Bank, El Paso	60,065,686	56,963,824	2981	
3300	Continental Nat'l Bank, El Paso	57,090,000	58,384,506	2900	
3154	InterFirst Bank Ennis NA, Ennis	59,220,336	60,588,324	2789	
1424	First City Bank-Farmers Branch, Farmers Branch	117,507,000	106,065,828	1430	+6
3352	Town North National Bank, Farmers Branch	56,451,006	57,821,119	2945	
4530	First National Bank, Floydada	43,461,649	38,424,340	4696	+166
	FORT WORTH				
118	Texas American Bank/Fort Worth NA, Fort Worth	1,597,033,000	1,469,465,000	117	
173	First National Bank, Fort Worth	1,082,431,809	1,176,067,072	146	
287	Continental Nat'l Bank, Fort Worth	618,267,893	567,350,713	277	
967	Texas Commerce Bank-Fort Worth, Fort Worth	164,321,637	148,850,764	977	+10
1005	Texas American Bank/West Side, Fort Worth	157,437,000	133,904,000	1096	+91
1097	Central Bank & Trust, Fort Worth	145,313,003	128,173,807	1153	+56
1233	Texas American Bank/Riverside, Fort Worth	132,485,000	118,650,242	1262	+29
1238	University Bank, Fort Worth	132,086,620	128,578,618	1146	
1570	North Fort Worth Bank, Fort Worth	108,764,542	100,267,686	1550	
1841	Haltom City State Bank, Fort Worth	95,223,848	91,194,123	1756	
1843	Fort Worth Bank & Trust, Fort Worth	95,109,830	87,186,336	1837	
2281	Bank of Commerce, Fort Worth	79,565,295	77,312,441	2127	
2723	Southwest Bank, Fort Worth	67,858,370	59,599,225	2835	+112
3047	Gateway National Bank, Fort Worth	61,084,913	51,166,172	3377	+330
3289	Summit National Bank, Fort Worth	57,301,544	48,742,618	3560	+271
3324	Security State Bank, Fort Worth	56,820,754	54,099,900	3155	
3494	Seminary State Bank, Fort Worth	54,318,089	51,977,383	3298	
4269	Overton Park National Bank, Fort Worth	45,711,000	35,116,000	5147	+878
4723	Northwest Bank, Fort Worth	41,810,852	33,329,061	5417	+894
4745	Meadowbrook National Bank, Fort Worth	41,523,000	33,856,000	5340	+595

TEXAS—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
2520	Texas American Bank/Fredericksburg NA, Fredericksburg	72,809,000	65,972,000	2560	+40
3814	Security State Bk & Tr, Fredericksburg	50,242,699	46,772,295	3739	
2468	First Freeport National Bank, Freeport	74,136,312	75,719,314	2165	
3503	Brazosport Bank of Texas, Freeport	54,241,906	45,227,000	3902	+399
4586	Friona State Bank, Friona	43,055,634	37,273,447	4848	+262
3668	Pecos Cty. State Bank, Ft. Stockton	51,914,406	45,637,408	3855	+187
826	RepublicBank Ridglea, Ft. Worth	191,267,626	162,320,360	887	+61
1495	RepublicBank Ft. Worth East NA, Ft. Worth	113,641,000	103,968,330	1469	
4953	Tarrant Bank, Ft. Worth	39,821,924	35,888,000	5042	+89
1961	First State Bank, Gainesville	90,173,145	75,604,639	2167	+206
2197	Gainesville National Bank, Gainesville	82,377,740	72,759,692	2275	+78
758	InterFirst Bank Galveston NA, Galveston	206,942,000	190,033,000	760	+2
1505	United States National Bank, Galveston	112,969,522	111,986,000	1352	
1870	Moody National Bank, Galveston	94,186,706	89,550,000	1790	
4781	Bank of Galveston NA, Galveston	41,240,805	36,340,638	4979	+198
	GARLAND				
1155	RepublicBank Garland NA, Garland	138,219,000	117,420,000	1283	+128
2395	Texas Commerce Bank-Garland, Garland	76,209,000	56,124,000	3028	+633
2787	First City Bank of Garland NA, Garland	66,576,593	54,062,247	3157	+370
3349	Garland Bank & Trust Co., Garland	56,496,770	41,663,982	4301	+952
4324	American National Bank, Garland	45,180,000	33,776,571	5352	+1028
4718	Century Bank & Trust Co, Garland	41,908,000	34,941,266	5172	+459
4731	National Bank, Gatesville	41,696,608	35,059,726	5154	+423
2706	Allied First National Bank, Giddings	68,159,034	67,585,040	2487	
4806	Citizens State Bank, Giddings	41,034,656	38,295,978	4711	
4063	First National Bank, Gilmer	47,672,617	39,316,345	4578	+515
4268	Gilmer National Bank, Gilmer	45,721,833	38,711,197	4666	+398
3844	Mills Cty. State Bank, Goldthwaite	49,848,679	46,323,109	3781	
3939	First National Bank, Gonzales	48,701,147	44,993,624	3930	
2120	Graham National Bank, Graham	85,004,000	75,419,144	2175	+55
2635	First National Bank, Graham	69,595,548	66,552,794	2526	
3877	First National Bank, Granbury	49,457,505	40,458,000	4444	+567
2287	Grand Prairie State Bank, Grand Prairie	79,195,000	65,255,018	2594	+307
3256	RepublicBank Grand Prairie NA, Grand Prairie	57,769,000	47,178,437	3704	+448
4032	First National Bank, Grapevine	47,956,565	41,682,876	4300	+268
2912	Citizens National Bank, Greenville	63,840,343	68,415,000	2462	
3341	InterFirst Bank Greenville NA, Greenville	56,620,000	45,713,366	3848	+507
4183	Colonial Bank, Greenville	46,543,541	39,670,939	4541	+358
1625	First Bank & Trust, Groves	104,950,061	93,786,357	1691	+66
4735	Hamlin National Bank, Hamlin	41,654,725	39,109,068	4606	
1782	InterFirst Bank Harlingen NA, Harlingen	97,335,000	121,180,000	1232	
2310	Harlingen National Bank, Harlingen	78,589,000	77,671,300	2113	
4444	Harlingen State Bank, Harlingen	44,082,000	38,022,518	4748	+304
3828	Haskell National Bank, Haskell	50,060,799	45,352,330	4889	+61
1558	Citizens National Bank, Henderson	109,595,253	94,174,231	1683	+125
2476	RepublicBank Henderson NA, Henderson	73,961,360	66,944,716	2512	+36
2182	First National Bank, Hereford	83,013,506	78,759,500	2079	
3851	Hereford State Bank, Hereford	49,713,000	48,466,565	3587	
	HOUSTON				
20	First City National Bank, Houston	7,908,839,000	6,762,474,000	23	+3
25	Texas Commerce Bank NA, Houston	6,834,611,000	5,819,287,000	24	
73	Bank of the Southwest NA, Houston	2,516,581,000	1,711,920,000	100	+27
103	Allied Bank of Texas, Houston	1,859,232,000	1,356,067,964	125	+22
152	RepublicBank Houston NA, Houston	1,238,440,396	1,142,081,728	150	
179	InterFirst Bank Houston NA, Houston	1,045,249,000	951,256,000	174	
231	Capital Bank NA, Houston	783,881,000	716,363,000	232	+1
334	Cullen Center Bank & Trust, Houston	517,016,302	484,633,410	329	
383	InterFirst Bank Fannin, Houston	449,727,024	436,755,083	360	
431	Texas Commerce Bank-Reagan, Houston	401,044,310	345,767,000	450	+19
550	Texas American Bank/Houston, Houston	289,414,216	270,618,005	542	
656	Western Bank-Westheimer, Houston	239,585,333	233,102,282	614	
760	Unitedbank-Houston, Houston	206,184,796	184,003,000	780	+20
762	River Oaks Bank & Trust Co., Houston	206,071,457	181,039,207	786	+24
768	Allied Memorial Bank, Houston	204,821,994	165,283,000	871	+103
786	Heights State Bank, Houston	200,677,504	170,104,631	850	+64
811	Texas Commerce Bank-Airline, Houston	194,659,621	176,563,028	808	
825	Allied Mercantile Bank, Houston	191,354,000	154,311,000	934	+109
839	RepublicBank Spring Branch, Houston	188,550,593	170,304,712	844	+5
932	Allied Champions Bank, Houston	168,378,967	150,015,000	966	+34
946	Allied American Bank, Houston	166,352,325	151,973,299	947	+1
1028	Texas American Bank/Galleria, Houston	153,669,640	118,527,000	1265	+237
1044	BancTexas Houston, Houston	151,864,000	137,910,000	1058	+14
1055	Enterprise Bank-Houston, Houston	150,517,639	149,371,335	974	
1157	University State Bank, Houston	138,120,150	124,089,557	1196	+39
1171	Texas Commerce Medical Bank, Houston	137,259,621	97,247,474	1608	+437
1217	Town & Country Bank, Houston	133,661,609	109,604,154	1380	+163
1220	Medical Center Bank, Houston	133,422,751	118,369,449	1266	+46
1222	Union Bank, Houston	133,399,300	118,698,515	1261	+39
1282	Lockwood National Bank, Houston	128,565,062	130,446,511	1126	
1301	Charter National Bank-Houston, Houston	126,730,000	121,927,000	1221	
1324	South Main Bank, Houston	125,127,870	113,765,394	1333	+9
1359	Post Oak Bank, Houston	122,314,549	96,786,155	1614	+255
1380	InterFirst San Felipe Bank NA, Houston	120,139,000	106,575,592	1417	+37
1453	Texas Commerce Bank-Chemical, Houston	115,166,796	118,943,807	1259	
1470	First City Bank-Gulfgate, Houston	114,748,000	103,203,399	1481	+11
1485	Allied Bank-West Loop NA, Houston	114,216,861	80,559,979	2022	+537
1523	Greenway Bank & Trust, Houston	112,015,186	92,978,493	1707	+184
1528	First City Bank of Highland Village, Houston	111,625,955	95,412,751	1653	+125
1547	Charter National Bank-Westheimer, Houston	110,216,075	32,067,503	5621	+4074
1586	Northwest Bank & Trust, Houston	107,914,000	126,584,251	1167	
1699	Harrisburg Bank, Houston	101,292,342	91,505,169	1748	+49
1735	Long Point National Bank, Houston	99,571,698	90,345,432	1775	+40
1755	Great Southern Bank, Houston	98,786,917	96,433,924	1624	
1790	Bank of Harris Cty. NA, Houston	96,909,409	80,446,273	2024	+234
1861	InterFirst Bank East Houston, Houston	94,386,525	101,803,885	1514	
1955	Industrial Bank, Houston	90,693,272	84,053,045	1921	
1972	InterFirst Bank Nassau Bay NA, Houston	89,562,000	74,949,000	2195	+223
1980	Oak Forest Bank, Houston	89,418,845	73,438,161	2249	+269
2191	Allied Jetero Bank, Houston	82,628,000	73,186,975	2258	+67
2265	Allied Fairbanks Bank, Houston	80,105,553	75,290,000	2181	
2266	Bank of Houston, Houston	80,066,252	74,912,823	2196	
2397	Westchase National Bank, Houston	76,159,000	63,874,230	2660	+263
2412	InterFirst Bank Greenspoint, Houston	75,683,000	63,544,000	2670	+258
2448	Allied Beltway Bank, Houston	74,746,245	57,335,516	2963	+515
2541	Allied Cypress Bank, Houston	72,296,000	62,284,531	2722	+181
2542	Texas Commerce Bank-Greenway Plaza NA, Houston	72,250,416	67,893,000	2479	
2605	Texas Commerce Bank-Westwood, Houston	70,385,865	59,240,000	2863	+258
2619	Texas Commerce Bank-Lakeside, Houston	69,944,000	54,794,463	3113	+494
2715	Texas Commerce Bank-Tanglewood, Houston	67,989,842	48,376,837	3595	+660
2784	Merchants Park Bank, Houston	66,667,000	60,978,000	2773	
2811	Guardian Bank, Houston	65,797,297	57,911,965	2936	+125
2839	Port City Bank, Houston	65,256,131	62,816,052	2698	
2862	Texas Commerce Bank-S.E., Houston	64,891,058	51,891,341	3302	+440
2942	Charter National Bank-Colonial, Houston	63,143,014	41,713,597	4297	+1355
3060	Houston Bank of Commerce, Houston	60,811,000	53,059,000	3224	+164
3069	Village National Bank, Houston	60,548,500	55,510,792	3061	
3204	Commercial State Bank, Houston	58,558,480	51,303,042	3367	+163
3227	Peoples Bank, Houston	58,179,535	56,298,665	3018	
3280	Naticnal Bank of Commerce, Houston	57,394,734	65,726,809	2574	
3319	BancTEXAS North Side/Houston, Houston	56,893,000	42,095,000	4256	+937
3362	Texas American Bank/Fondren, Houston	56,335,863	47,991,294	3634	+272
3412	InterFirst Bank Post Oak, Houston	55,517,000	41,446,276	4322	+910
3500	MacGregor Park National Bank, Houston	54,292,068	59,268,184	2859	
3535	Texas Bank & Trust Co., Houston	53,767,433	51,365,214	3359	
3571	Westbury National Bank, Houston	53,157,757	49,352,528	3515	
3614	Pinemont Bank, Houston	52,668,000	48,401,000	3593	
3622	Liberty Bank, Houston	52,574,009	39,775,455	4529	+907
3696	Standard Bank, Houston	51,574,610	47,634,486	3669	
3825	First Bank, Houston	50,071,333	45,904,089	3823	
3832	Texas Commerce Bank-North Freeway, Houston	50,041,900	43,597,610	4065	+233
3845	Unitedbank-Metro, Houston	49,845,000	44,938,000	3935	+90
3921	Spring Woods Bank, Houston	48,906,372	45,376,000	3885	
4240	Northshore Bank, Houston	46,030,195	39,893,508	4509	+269
4435	Capital Bank West Loop NA, Houston	44,175,432	49,234,047	3526	
4543	Texas Commerce Bank-Inwood NA, Houston	43,350,983	38,070,399	4743	+200
4545	Houston Southwest Bank, Houston	43,348,744	37,130,617	4871	+326
4578	North Houston Bank, Houston	43,199,015	34,868,826	5179	+601
4612	Gulf Freeway National Bank, Houston	42,869,931	37,142,750	4868	+257
4650	Ashford Bank, Houston	42,497,000	37,375,998	4829	+179
4685	Heritage Bank, Houston	42,237,000	35,079,635	5153	+468
4695	Texas Commerce Bank-Del Oro NA, Houston	42,148,445	37,272,331	4849	+154
4846	Bank of Almeda, Houston	40,709,409	35,191,868	5137	+291
4902	First City Bank of Northline, Houston	40,220,469	37,695,206	4798	
5000	Bank of San Felipe Green NA, Houston	39,441,000	27,316,000	6523	+1523
2189	First City Bank, Humble	82,646,959	71,487,245	2332	+143
3657	Allied Humble Bank NA, Humble	52,007,317	43,335,000	4102	+445
3714	Texas Commerce Bank-Kingwood, Humble	51,321,035	46,189,409	3797	+83
2106	First National Bank, Huntsville	85,425,466	70,942,249	2356	+250
2861	Huntsville National Bank, Huntsville	64,914,644	52,688,379	3253	+392
1738	Texas Commerce Bank-Hurst NA, Hurst	99,476,070	82,629,993	1966	+228
926	InterFirst Bank Irving, Irving	169,829,000	137,886,000	1059	+133
988	Texas Commerce Bank-Irving, Irving	161,146,485	150,607,862	958	
3664	Allied Bank Irving, Irving	51,943,687	45,254,589	3901	+237
3064	Allied Texas Bank, Jacksonville	60,744,000	53,649,000	3182	+118
3245	First National Bank, Jacksonville	57,993,382	47,712,750	3662	+417
4414	First National Bank, Jasper	44,360,107	41,285,927	4343	
2979	Katy National Bank, Katy	62,497,678	49,550,220	3500	+521
4875	Kermit State Bank, Kermit	40,486,695	37,314,453	4839	
898	Chas Schreiner Bank, Kerrville	176,013,714	149,127,573	975	+77
1473	First National Bank, Kerrville	114,552,322	103,039,845	1483	+10
2010	Kilgore First National Bank, Kilgore	88,197,279	93,354,277	1698	
2359	Allied Citizens Bank, Kilgore	77,258,049	66,123,288	2555	+196
1599	First National Bank, Killeen	107,019,657	92,731,304	1716	+117
4631	American State Bank, Killeen	42,680,347	34,166,214	5289	+658
2610	Highland Lakes Bank, Kingsland	70,324,000	72,570,324	2285	
2174	Kleberg First National Bank, Kingsville	83,294,560	81,171,280	2001	
4338	First National Bank, La Grange	45,030,876	41,096,434	4364	+26
4590	La Grange State Bank, La Grange	43,039,679	37,886,716	4773	+183
4023	First City Bank-Lake Jackson, Lake Jackson	48,059,000	46,318,940	3782	
2206	Lamesa National Bank, Lamesa	82,014,701	78,318,710	2092	
2390	First National Bank, Lamesa	76,451,250	71,386,242	2337	
4526	First National Bank, Lampasas	43,492,889	38,663,596	4671	+145
3884	First City Bank, Lancaster	49,390,000	43,318,090	4104	+220
3989	Bayshore National Bank, LaPorte	48,356,376	43,416,088	4091	+102
262	Laredo National Bank, Laredo	698,590,399	564,051,234	278	+16
572	International Bank of Commerce, Laredo	275,458,502	207,455,784	700	+128
665	Union National Bank, Laredo	235,741,865	205,492,000	709	+44
3452	City National Bank, Laredo	54,915,805	51,697,000	3321	
3555	League City Bank & Trust, League City	53,404,549	50,316,272	3440	
1179	Texas American Bank/Levelland, Levelland	136,397,000	112,526,000	1346	+167
2854	First National Bank, Levelland	65,083,000	54,200,000	3148	+294
3698	First City Bank, Lewisville	51,525,000	41,406,565	4326	+628
3783	Lewisville National Bank, Lewisville	50,483,000	43,774,000	4044	+261
2898	First State Bank, Liberty	64,197,038	64,825,198	2609	
3106	First Liberty National Bank, Liberty	59,990,202	55,076,230	3091	
4507	Security State Bank, Littlefield	43,633,968	43,731,989	4047	
2125	First State Bank, Livingston	84,947,949	69,646,779	2408	+283
3017	First National Bank, Livingston	61,669,972	60,882,435	2779	
	LONGVIEW				
849	Texas Commerce Bank-Longview NA, Longview	185,864,752	167,732,405	861	+12
997	First National Bank, Longview	159,055,920	151,151,924	951	
1263	Longview Bank & Trust Co., Longview	130,045,600	112,288,816	1350	+87
2040	East Texas Bank & Trust Co., Longview	87,189,057	73,411,265	2250	+210
4658	American Bank, Longview	42,461,019	33,932,426	5326	+668
	LUBBOCK				
414	First National Bank, Lubbock	413,462,286	408,954,556	391	
457	RepublicBank Lubbock NA, Lubbock	363,775,000	392,854,000	401	
582	American State Bank, Lubbock	270,466,790	242,449,783	599	+17
958	Plains National Bank, Lubbock	165,003,629	142,752,000	1016	+58
1143	Texas Commerce Bank NA, Lubbock	139,553,214	171,665,708	838	
2129	Security National Bank, Lubbock	84,775,813	45,403,577	3882	+1753
4521	Southwest Lubbock National Bank, Lubbock	43,522,178	28,160,153	6349	+1828
1065	RepublicBank Lufkin, Lufkin	149,385,960	128,004,224	1154	+89
1543	First City National Bank, Lufkin	110,722,969	99,736,000	1558	+15
3305	First City National Bank, Madisonville	57,021,753	49,869,975	3476	+171
4754	Farmers State Bank, Madisonville	41,454,000	38,263,000	4719	
1898	Allied Bank of Marble Falls, Marble Falls	93,393,899	69,729,168	2406	+508
4413	Marlin National Bank, Marlin	44,372,000	39,774,000	4530	+117
4972	First State Bank, Marlin	39,671,728	35,407,252	5103	+131
1369	First National Bank, Marshall	121,477,665	108,210,193	1398	+29
2224	Marshall National Bank, Marshall	81,356,224	77,020,609	2135	
384	McAllen State Bank, McAllen	445,084,553	342,046,477	456	+72
585	Texas Commerce Bank-McAllen NA, McAllen	269,196,190	227,187,005	636	+51
1965	Texas American Bank/McKinney NA, McKinney	89,924,000	74,226,984	2221	+256
3894	BancTEXAS McKinney NA, McKinney	49,158,000	41,866,172	4272	+378
3267	Allied First National Bank, Mesquite	57,588,000	48,594,162	3572	+305
	MIDLAND				
135	First National Bank, Midland	1,413,283,000	1,348,227,761	126	
435	First City National Bank, Midland	394,419,992	370,224,072	426	
1095	Texas American Bank/Midland, Midland	145,680,000	137,463,000	1062	
4160	Western State Bank, Midland	46,775,000	41,102,964	4363	+203
4738	Texas National Bank, Midland	41,625,645	38,832,387	4646	
2002	RepublicBank Mineral Wells NA, Mineral Wells	88,627,762	78,088,497	2098	+96
3220	City National Bank, Mineral Wells	58,295,635	53,708,794	3180	
1290	First State Bank & Trust Co., Mission	127,679,000	98,251,062	1581	+291
3290	First National Bank, Mission	57,272,977	52,792,598	3240	
3650	First State Bank, Monahans	49,746,264	42,653,700	4189	+339
4026	First National Bank, Monahans	48,022,178	43,892,000	4030	+4
1770	InterFirst Bank Mt. Pleasant NA, Mt. Pleasant	98,172,100	92,266,048	1732	
2216	Guaranty Bank, Mt Pleasant	81,573,000	67,895,825	2478	+282
2993	Bank of North Texas, N. Richland Hills	62,165,000	51,823,779	3308	+315
1593	Stone Fort National Bank, Nacogdoches	107,676,321	97,037,938	1611	+18

TEXAS—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
2233	Commercial National Bank, Nacogdoches	81,132,223	69,829,951	2402	+169
2557	Fredonia State Bank, Nacogdoches	71,847,933	64,493,497	2626	+69
2560	InterFirst Bank Nederland, Nederland	71,708,000	68,443,000	2459	
4623	First National Bank, New Boston	42,771,000	36,267,182	4991	+368
2659	Texas Commerce Bank-New Braunfels NA, New Braunfels	69,124,405	56,735,327	2996	+337
4722	Guaranty State Bank, New Braunfels	41,820,167	36,559,932	4946	+224
4552	Community Bank, New Caney	43,317,000	37,908,574	4766	+214
1278	NE NB of Ft. Worth, No. Richland Hills	128,938,007	105,193,960	1444	+166
	ODESSA				
735	InterFirst Bank Odessa NA, Odessa	215,824,000	197,321,000	746	+11
923	State National Bank, Odessa	171,241,641	155,312,125	924	+1
1093	Texas Commerce Bank, Odessa	145,696,140	146,509,290	993	
1253	National Bank, Odessa	130,935,486	131,671,076	1118	
1653	Permian Bank, Odessa	103,306,006	100,359,757	1548	
3943	Western National Bank, Odessa	48,684,370	52,625,000	3257	
3187	First City National Bank, Orange	58,826,034	55,071,762	3092	
3693	Unitedbank Orange, Orange	51,588,753	46,622,697	3753	+60
3710	County National Bank, Orange	51,380,650	52,097,691	3291	
4224	Ozona National Bank, Ozona	46,167,129	43,457,866	4083	
3712	First National Bank, Palestine	51,358,438	46,924,930	3729	+17
3861	East Texas National Bank, Palestine	49,577,766	48,176,294	3611	
4585	Royall National Bank, Palestine	43,060,000	37,257,013	4853	+268
1245	First National Bank, Pampa	131,703,002	111,935,378	1354	+109
2894	Citizens Bank & Trust Co., Pampa	64,226,000	55,397,000	3069	+175
2866	Liberty National Bank, Paris	64,796,459	57,347,728	2962	+96
3422	First City National Bank, Paris	55,351,042	49,551,801	3499	+77
4282	InterFirst Bank, Paris	45,554,403	42,479,000	4215	
737	First Pasadena State Bank, Pasadena	215,766,362	214,932,182	676	
1555	InterFirst Bank Pasadena, Pasadena	109,721,409	104,126,000	1464	
1814	Allied Pasadena Bank, Pasadena	95,985,822	88,315,109	1816	+2
3965	Pearland State Bank, Pearland	56,307,000	47,396,000	3686	+321
3762	Security State Bank, Pearsall	50,695,000	46,781,158	3738	
3456	Security State Bank, Pecos	54,858,665	49,965,549	3467	+11
4568	First National Bank, Pecos	43,213,157	34,856,691	5182	+614
2307	First National Bank, Perryton	78,656,000	68,655,000	2450	+143
4214	Security State Bank, Pharr	46,292,347	43,485,738	4080	
2285	Hale Cty. State Bank, Plainview	79,403,910	72,523,277	2286	+1
2300	City National Bank, Plainview	78,780,096	70,389,582	2375	+75
3512	First National Bank, Plainview	54,056,000	45,565,000	3861	+349
1752	Plano Bank & Trust, Plano	98,946,379	80,236,764	2031	+279
2886	City National Bank, Plano	64,373,072	54,003,000	3163	+277
4281	RepublicBank Plano NA, Plano	45,560,000	37,899,000	4769	+488
803	First National Bank, Port Arthur	197,050,634	176,063,831	809	+6
907	Allied Merchants Bank, Port Arthur	173,520,812	154,549,606	930	+23
2589	Sabine Bank, Port Arthur	70,695,618	61,863,787	2734	+145
2314	First State Bank & Trust Co., Port Lavaca	78,452,317	68,446,261	2458	+144
4559	First National Bank, Port Lavaca	43,267,149	40,252,897	4472	
4057	First National Bank, Port Neches	47,710,837	51,353,594	3360	
4651	First National Bank, Post	42,495,673	37,700,705	4796	+145
4159	First National Bank, Quitman	46,776,517	43,972,307	4023	
4532	Raymondville State Bank, Raymondville	43,439,340	38,335,463	4708	+176
4308	First National Bank, Refugio	45,380,319	40,524,866	4441	+133
	RICHARDSON				
1020	First City Bank of Richardson, Richardson	154,762,000	175,507,000	811	
1563	BancTexas Richardson, Richardson	109,233,000	93,766,000	1692	+129
2682	Promenade National Bank, Richardson	68,740,908	55,243,690	3078	+396
2838	Richardson Bank & Trust, Richardson	65,260,307	80,952,748	2008	
4642	Richardson National Bank, Richardson	42,544,760	36,430,529	4964	+322
4384	First National Bank, Rio Grande City	44,603,024	39,083,893	4612	+228
2502	First State Bank, Rio Vista	73,342,607	63,075,205	2685	+183
3348	State National Bank, Robstown	56,528,898	54,872,000	3106	
4789	Rockdale State Bank, Rockdale	41,160,724	38,775,863	4655	
3625	First National Bank, Rockport	52,525,028	46,400,144	3771	+146
3952	First National Bank, Rosenberg	48,607,696	38,735,062	4662	+710
3344	Farmers State Bank, Round Rock	56,599,000	49,045,000	3541	+197
	SAN ANGELO				
689	Central National Bank, San Angelo	229,382,836	207,442,557	701	+12
691	Texas Commerce Bank-San Angelo NA, San Angelo	227,762,225	219,807,036	658	
1679	First City National Bank, San Angelo	102,303,982	92,212,005	1735	+56
2877	Bank of the West, San Angelo	64,539,195	47,070,000	3716	+839
4193	Texas State Bank, San Angelo	46,458,610	43,702,040	4051	
4488	Southwest Bank, San Angelo	43,758,223	34,353,370	5259	+771
	SAN ANTONIO				
154	Frost National Bank, San Antonio	1,227,393,389	1,065,297,868	157	+3
218	National Bank of Commerce, San Antonio	836,935,987	774,459,742	213	
335	Alamo National Bank, San Antonio	515,191,772	429,404,435	368	+33
401	Nat'l Bank of Ft. Sam Houston, San Antonio	427,297,894	331,454,347	467	+66
591	Broadway National Bank, San Antonio	267,497,093	259,844,838	560	
671	InterFirst Bank San Antonio NA, San Antonio	233,157,714	214,584,612	677	+6
755	RepublicBank San Antonio NA, San Antonio	209,104,992	184,233,823	778	+23
1007	Texas Commerce Bank-San Antonio, San Antonio	157,065,509	139,437,406	1045	+38
1267	First City Bank-Central Park, San Antonio	129,677,000	111,081,700	1363	+96
1405	San Antonio Bank & Trust Co., San Antonio	118,812,993	156,588,744	916	
1620	Brooks Field National Bank, San Antonio	105,505,604	92,852,071	1712	+92
1678	Mercantile Bank & Trust, San Antonio	102,325,467	75,214,726	2189	+511
1982	First City Bank-Windsor Park, San Antonio	89,394,000	77,256,000	2128	+146
2069	Citizens Frost Bank NA, San Antonio	86,356,775	68,093,004	2474	+405
2360	InterFirst Bank Alamo Heights NA, San Antonio	77,200,000	69,222,000	2424	+64
2420	Kelly Field National Bank, San Antonio	75,485,583	72,193,000	2304	
2607	Westside Bank, San Antonio	70,367,033	56,563,990	3004	+397
3090	Bank of San Antonio, San Antonio	60,231,000	48,061,251	3622	+532
3183	Texas Bank, San Antonio	58,902,084	50,921,131	3396	+213
3218	Northside Bank, San Antonio	58,311,000	52,048,000	3293	+75
3221	Union State Bank, San Antonio	58,290,000	50,529,301	3425	+204
3414	Allied American Bank, San Antonio	55,460,489	48,357,174	3596	+182
3460	Colonial Frost Bank NA, San Antonio	54,811,000	41,334,000	4338	+878
3817	Harlandale Bank of Commerce, San Antonio	50,217,453	41,007,259	4377	+560
4178	Groos Bank NA, San Antonio	46,611,381	36,179,673	4995	+817
4227	Security National Bank, San Antonio	46,150,130	40,753,343	4409	+182
4475	Liberty Frost Bank NA, San Antonio	43,863,958	35,284,000	5106	+631
3854	San Benito Bank & Trust Co., San Benito	49,676,968	42,401,430	4226	+372
3834	State Bank & Trust Co., San Marcos	49,966,030	47,861,936	3647	
4478	First National Bank, San Marcos	43,810,927	40,723,684	4414	
4499	Seagoville State Bank, Seagoville	43,689,917	39,859,076	4515	+16
2913	Citizens State Bank, Sealy	63,803,000	58,195,000	2916	+3
2964	Seguin State Bank & Trust Co., Seguin	62,696,000	59,581,000	2837	
3011	First National Bank, Seguin	61,749,000	52,017,000	3296	+285
3366	Seminole State National Bank, Seminole	56,280,178	53,125,453	3219	
927	Merchants & Planters Nat'l Bank, Sherman	169,725,000	147,628,000	986	+59
2760	Grayson County State Bank, Sherman	67,174,641	57,405,197	2960	+200
4180	BancTexas Sherman NA, Sherman	46,549,000	41,572,472	4312	+132
4389	Silsbee State Bank, Silsbee	44,561,195	42,485,483	4213	
4512	Commercial State Bank, Sinton	43,592,123	43,687,177	4055	
2739	West Texas State Bank, Snyder	67,642,699	57,946,594	2934	+195
2863	Snyder National Bank, Snyder	64,856,809	58,098,488	2925	+62
3477	Southern State Bank, South Houston	54,564,000	49,699,398	3489	+12
4211	First State Bank, Spearman	46,318,456	37,205,295	4860	+649
2763	Allied Spring Bank, Spring	67,085,799	68,825,149	2444	
4524	Montgomery Cty. Bk NA, Spring	43,503,716	38,694,361	4669	+145
1393	Texas Commerce Bank-Stafford NA, Stafford	119,529,000	98,051,935	1589	+196
2549	Southwestern Bank, Stafford	72,056,201	46,174,000	3798	+1249
1976	Farmers First Nat'l Bk, Stephenville	89,520,587	80,769,441	2015	+39
4166	Stephenville Bank & Trust Co., Stephenville	46,687,597	41,369,918	4332	+166
4797	First State Bank, Stratford	41,130,160	37,065,442	4684	+87
3472	Sugar Creek National Bank, Sugar Land	54,602,814	40,969,227	4381	+909
4202	Sugar Land State Bank, Sugar Land	46,391,533	40,671,558	4419	+217
2441	Sulpher Springs State Bank, Sulphur Springs	74,965,501	65,245,143	2595	+154
4602	City National Bank, Sulphur Springs	42,948,039	38,181,562	4728	+126
2707	Texas Bank & Trust Co., Sweetwater	68,161,750	63,898,411	2658	
2947	First National Bank, Sweetwater	63,070,000	54,525,000	3133	+186
4989	First National Bank, Tahoka	39,540,000	37,679,000	4799	
2563	First-Taylor National Bank, Taylor	71,553,338	65,564,668	2581	+18
4262	City National Bank, Taylor	45,806,595	39,920,976	4506	+244
1354	InterFirst Bank Temple NA, Temple	122,562,000	112,807,000	1341	
1626	First National Bank, Temple	104,878,682	94,422,254	1679	+53
1507	American National Bank, Terrell	112,761,000	108,175,000	1399	
1142	Texarkana National Bank, Texarkana	139,674,287	135,511,585	1078	
2375	Oaklawn Bank, Texarkana	76,873,337	66,876,243	2515	+140
3328	Texas City National Bank, Texas City	56,771,000	56,368,000	3013	
4440	Mainland Bank, Texas City	44,126,713	43,251,173	4113	
2753	InterFirst Bank Tomball, Tomball	67,368,092	59,558,166	2840	+87
4896	First Bank & Trust, Tomball	40,302,000	29,113,583	6153	+1257
2508	First National Bank, Tulia	73,041,924	66,342,427	2538	+30
	TYLER				
488	InterFirst Bank Tyler NA, Tyler	337,286,000	322,661,386	476	
624	First City National Bank, Tyler	251,277,229	244,123,435	592	
788	RepublicBank Tyler, Tyler	200,484,043	188,485,445	764	
1002	Southside State Bank, Tyler	158,749,278	133,142,483	1102	+100
2262	Heritage National Bank, Tyler	80,257,464	66,239,594	2545	+283
1018	First State Bank, Uvalde	155,016,362	128,303,122	1149	+131
2275	Waggoner National Bank, Vernon	79,782,730	73,477,217	2248	
2906	Herring National Bank, Vernon	64,015,446	54,677,386	3124	+218
355	Victoria Bank & Trust Co., Victoria	483,875,000	452,130,225	348	
619	First Victoria National Bank, Victoria	255,748,153	232,060,311	620	+1
1089	InterFirst Bank Victoria, Victoria	146,216,000	139,099,000	1049	
	WACO				
528	RepublicBank, Waco	301,061,000	268,278,000	546	+18
622	First National Bank, Waco	252,267,537	233,052,255	615	
1639	InterFirst Bank Waco NA, Waco	104,143,812	82,348,621	1978	+339
2504	Texas National Bank, Waco	73,246,320	57,766,000	2949	+445
2720	Westview National Bank, Waco	67,909,635	53,309,273	3206	+486
4699	Community State Bank, Waco	42,088,050	37,266,603	4852	+153
4848	American Bank, Waco	40,702,920	45,179,921	3911	
3610	Waxahachie Bank & Trust Co., Waxahachie	52,699,765	50,736,752	3412	
4184	Citizens National Bank, Waxahachie	46,538,000	45,335,984	3892	
2272	Merchants & Farmers State Bank, Weatherford	79,823,676	72,259,952	2302	+30
3287	First National Bank, Weatherford	57,328,886	49,068,108	3536	+251
3413	Citizens National Bank, Weatherford	55,516,358	47,994,000	3633	+220
2731	Bay Area Bank & Trust, Webster	67,757,311	47,973,185	3636	+905
2161	First National Bank, Weslaco	83,721,879	66,257,629	2535	+374
3737	Mid Valley Bank, Weslaco	51,050,930	39,085,142	4611	+874
3908	Security B&T Co., Wharton	49,030,597	43,729,788	4048	+140
4185	Wharton Bank & Trust Co., Wharton	46,513,758	41,574,599	4311	+126
437	First-Wichita National Bank, Wichita Falls	393,693,919	351,058,231	446	+9
467	InterFirst Bank Wichita Falls NA, Wichita Falls	348,559,000	343,845,000	454	
1535	Parker Square State Bank, Wichita Falls	111,221,734	97,658,669	1597	+62
4132	Southwest National Bank, Wichita Falls	46,988,793	40,250,118	4474	+342
3676	First National Bank, Winnsboro	51,818,183	45,780,605	3835	+159
3273	Woodlands National Bank, The Woodlands	57,520,000	32,193,347	5604	+2331
3878	Yoakum National Bank, Yoakum	49,455,388	43,748,442	4045	+167

UTAH

4740	Bank of American Fork, American Fork	41,615,000	40,260,764	4471	
4431	Utah Bank & Trust, Bountiful	44,203,000	42,367,000	4232	
100	First Security Bank of Utah NA, Ogden	1,889,545,000	1,725,977,000	99	
369	Commercial Security Bank, Ogden	463,303,999	455,650,951	343	
1199	Bank of Utah, Ogden	135,077,309	132,018,000	1113	
2728	Citizens Bank, Ogden	67,802,000	68,412,000	2463	
2939	Deseret Bank, Pleasant Grove	63,297,043	26,391,575	6729	+3790
	SALT LAKE CITY				
115	Zions First National Bank, Salt Lake City	1,634,507,000	1,493,908,000	115	
261	First Interst. Bank of Utah NA, Salt Lake City	700,513,931	604,329,771	263	+2
443	Valley Bank & Trust Co., Salt Lake City	386,723,000	341,949,000	457	+14
676	Continental Bank & Trust Co., Salt Lake City	231,841,000	215,093,000	674	
696	Tracy-Collins Bank & Trust Co., Salt Lake City	226,560,701	189,238,391	761	+65
2046	First Security State Bank, Salt Lake City	87,058,000	80,225,000	2032	
4901	Utah Firstbank, Salt Lake City	40,235,001	26,511,297	6714	+1813
3353	Central Bank & Trust Co., Springville	56,417,000	54,753,000	3120	

VERMONT

2547	Granite Savings Bank & Trust Co., Barre	72,169,609	69,543,530	2412	
548	First Vermont Bank & Trust Co., Brattleboro	289,539,080	298,720,136	505	
558	Vermont National Bank, Brattleboro	285,238,000	256,800,164	565	+7
350	Chittenden Trust Co., Burlington	489,966,000	372,103,000	424	+74
549	Howard Bank, Burlington	289,472,625	283,501,134	520	
742	Merchants Bank, Burlington	213,446,000	198,520,453	741	
4220	Community National Bank, Derby	46,232,701	42,428,369	4223	+3
4311	Factory Point NB, Manchester Center	45,307,185	37,878,000	4775	+464
4712	Union Bank, Morrisville	41,923,207	38,270,823	4715	+3
1863	Proctor Bank, Rutland	94,317,524	92,862,082	1711	
1348	Franklin-Lamoille Bank, St. Albans	123,375,757	111,452,591	1358	+10
4400	Peoples Trust Co., St. Albans	44,495,778	41,744,797	4291	
3070	First National Bank, Springfield	60,528,000	60,907,000	2776	
4460	First Twin-State Bank, White River Jct.	43,997,686	39,997,171	4503	+43

VIRGINIA

2743	Central Fidelity Bank NA Southwest, Abingdon	67,559,992	58,780,694	2883	+140
1530	Dominion National Bank, Abington	111,345,464	98,712,360	1572	+42
1875	Burke & Herbert Bank & Trust Co., Alexandria	94,015,000	88,178,000	1820	
4411	Hanover National Bank, Ashland	44,413,000	41,595,000	4309	
2896	First Bassett Bank & Trust, Bassett	64,211,689	59,824,000	2826	
4264	National Bank, Blacksburg	45,792,000	39,661,000	4544	+280

VIRGINIA—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
4558	First National Exchange Bank, Blacksburg	43,276,873	43,277,327	4110	
3753	Citizens Bank & Trust Co., Blackstone	50,809,000	44,492,000	3971	+218
3103	Union Bank & Trust Co., Bowling Green	60,046,100	53,759,300	3175	+72
2980	Valley National Bank, Bridgewater	62,468,410	57,404,331	2961	
2773	Bank of Southside Virginia, Carson	66,821,578	62,706,021	2703	
563	National Bank & Trust Co., Charlottesville	260,395,913	266,821,370	550	
2333	First National Bank, Christiansburg	77,995,590	65,544,000	2583	+250
3135	First Va. Bank of the S.W., Christiansburg	59,557,000	41,604,000	4306	+1171
3671	Bank of Christiansburg, Christiansburg	51,868,576	47,030,000	3719	+48
1053	Piedmont Trust Bank, Collinsville	150,645,000	119,234,000	1255	+202
2910	First Virginia Bank-Northern Neck, Colonial Beach	63,915,000	62,213,000	2725	
2735	First Virginia Bank-Highlands, Covington	67,715,600	47,930,014	3639	+904
2609	Second National Bank, Culpeper	70,344,350	59,922,000	2818	+209
1792	American Nat'l Bank & Trust Co., Danville	96,833,146	86,758,901	1846	+54
3840	Peoples Bank, Danville	49,873,000	30,528,000	5887	+2047
2423	Guaranty Bank & Trust Co., Fairfax	75,440,062	68,865,062	2443	+20
236	First Virginia Bank, Falls Church	773,683,916	664,006,561	247	+11
2816	First National Bank, Farmville	65,613,555	59,162,672	2868	+52
2316	Planters B&T Co. of Virginia, Fishersville	78,381,000	72,412,000	2294	
3784	Bank of Floyd, Floyd	50,476,619	45,128,000	3918	+134
2067	National Bank, Fredericksburg	86,407,844	75,582,848	2168	+101
2381	Farmers & Merchants St. Bk., Fredericksburg	76,741,752	71,399,349	2336	
904	Cumberland Bank & Trust Co., Grundy	174,200,124	164,170,887	875	
2473	Grundy National Bank, Grundy	74,003,000	70,080,000	2388	
2335	Old Point National Bank of Phoebus, Hampton	77,972,351	67,324,000	2496	+161
995	Rockingham National Bank, Harrisonburg	159,329,278	154,838,000	928	
3119	First Virginia Bank-South, Hurt	59,786,771	54,083,000	3156	+37
4655	Powell Valley National Bank, Jonesville	42,478,000	41,206,000	4353	
4369	Bank of Lancaster, Kilmarnock	44,719,991	42,635,060	4192	
4420	Peoples National Bank, Leesburg	44,303,279	39,149,576	4602	+182
4340	First National Bank of the Valley, Luray	44,975,407	27,201,760	6548	+2208
257	Central Fidelity Bank NA, Lynchburg	712,651,000	613,011,000	258	+1
4766	Bank of Marion, Marion	41,353,152	36,099,083	5009	+243
198	First American Bank of Virginia, McLean	938,885,000	821,680,315	197	
3931	McLean Bank, McLean	48,797,000	35,772,000	5058	+1127
56	Virginia National Bank, Norfolk	3,122,906,000	2,491,752,000	61	+5
427	Central Fidelity Bank, Norfolk	405,455,000	319,296,000	481	+54
642	Dominion NB of Greater Hampton Roads, Norfolk	244,181,000	154,488,351	932	+290
779	First Va. Bank of Tidewater, Norfolk	202,028,000	186,869,000	771	
3176	Farmers & Merchants Bank-Eastern Shore, Onley	59,021,620	54,337,084	3144	
4201	Lee Bank & Trust Co., Pennington Gap	46,394,000	42,538,000	4203	+2
1642	Citizens Trust Bank, Portsmouth	103,845,000	93,759,000	1693	+51
4842	Bank of Powhatan, Powhatan	40,718,175	39,813,737	4520	
4197	Clinch Valley B & T Co., Richlands	46,421,879	43,442,141	4087	

RICHMOND

50	United Virginia Bank, Richmond	3,518,611,000	2,974,673,000	55	+5
71	Bank of Virginia, Richmond	2,581,550,000	1,932,917,901	87	+16
83	First & Merchants National Bank, Richmond	2,193,881,000	1,984,933,000	83	
273	Central Fidelity Bank NA, Richmond	670,740,000	431,331,000	364	+91
669	Southern Bank, Richmond	233,636,498	225,654,853	639	
1108	Dominion National Bank, Richmond	143,164,000	129,573,595	1137	+29
2201	First Virginia Bank-Colonial, Richmond	82,237,851	75,036,859	2191	
145	First National Exchange Bank, Roanoke	1,293,329,889	1,074,193,037	155	+10
688	Colonial American Nat'l Bank, Roanoke	229,454,228	206,980,142	692	+4
1364	First Va. Bk. Roanoke-West, Roanoke	122,005,000	112,733,000	1344	
2497	First Va. Bank-Franklin Cty., Rocky Mount	73,528,000	53,892,023	3166	+669
3532	Bankers Trust Co., Rocky Mount	53,823,997	49,001,665	3543	+11
4260	Bank of Speedwell, Inc., Speedwell	45,815,000	39,383,000	4571	+311
4424	First National Bank, Stuart	44,254,000	41,035,000	4371	
4007	Southside Bank, Tappahannock	48,274,452	45,562,000	3862	
2278	Bank of Tazewell Cty., Tazewell	79,652,785	74,295,757	2217	
4090	Tazewell National Bank, Tazewell	47,458,935	43,991,577	4019	
3561	Bank of Middlesex, Urbanna	53,318,112	54,018,610	3161	
774	Dominion NB of Northern Virginia, Vienna	203,264,000	174,255,246	818	+44
945	Central Fidelity Bank-Northern Va., Vienna	166,488,000	94,026,000	1685	+740
3926	Bank of Virginia Beach, Virginia Beach	48,840,000	37,231,422	4858	+932
3092	Fauquier National Bank, Warrenton	60,197,934	50,303,000	3442	+350
4918	Northern Neck State Bank, Warsaw	40,078,628	40,005,201	4499	
3144	Citizens & Farmers Bank, West Point	59,324,022	54,345,685	3142	
3661	Bank of West Point, West Point	51,978,000	36,556,000	4948	+1287
863	Farmers & Merchants Nat'l Bank, Winchester	183,359,039	172,478,000	832	
1983	Commercial & Savings Bank, Winchester	89,385,000	77,341,000	2125	+142
2463	Shenandoah Valley Nat'l Bank, Winchester	74,190,060	70,684,986	2363	
1812	Wise County National Bank, Wise	96,064,228	89,885,737	1782	
2252	First Va. Bk-Shenandoah Valley, Woodstock	80,445,000	62,348,000	2721	+469

WASHINGTON

1998	Bellingham National Bank, Bellingham	88,757,019	77,116,000	2133	+135
3274	Northwestern Commercial Bank, Bellingham	57,519,941	46,679,034	3748	+474
2042	Skagit State Bank, Burlington	87,151,601	75,755,327	2164	+122
3326	Cashmere Valley Bank, Cashmere	56,780,361	51,773,245	3313	
2660	Security State Bank, Centralia	69,123,000	63,230,832	2681	+21
2932	First National Bank, Enumclaw	63,440,000	59,362,139	2853	
2544	Security Bank of Washington, Ephrata	72,221,000	69,123,098	2426	
584	Olympic Bank, Everett	269,301,000	258,543,000	563	
3656	Frontier Bank, Everett	52,016,379	32,824,388	5497	+1841
3487	South Sound National Bank, Lacey	54,395,611	50,402,000	3434	
3833	Peoples State Bank, Lynden	50,031,097	44,202,990	3994	+161
4591	City Bank, Lynwood	43,036,000	36,399,000	4969	+378
4597	Mid Valley Bank, Omak	42,963,000	39,769,000	4531	
3886	Farmers & Merchants Bank, Opportunity	49,350,000	45,909,000	3822	
2226	Kitsap County Bank, Port Orchard	81,309,000	77,750,000	2107	

SEATTLE

19	Seattle-First National Bank, Seattle	8,215,778,000	8,131,220,000	18	
36	Rainier National Bank, Seattle	4,261,717,794	4,319,135,000	35	
92	First Interstate Bank of Washington NA, Seattle	2,037,411,890	1,419,339,225	118	+26
125	Peoples National Bank, Seattle	1,494,494,000	1,302,582,000	132	+7
345	Seattle Trust & Savings Bank, Seattle	495,644,044	486,755,096	324	
4045	NorthWest Bank, Seattle	47,841,000	40,604,965	4428	+383
171	Old National Bank, Spokane	1,084,920,016	1,037,994,606	161	
501	Washington Trust Bank, Spokane	330,271,000	283,496,403	521	+20
2579	First National Bank, Spokane	71,040,000	65,706,148	2575	
4522	Bank of Stanwood, Stanwood	43,520,000	42,042,000	4260	
213	Puget Sound National Bank, Tacoma	872,674,000	778,854,000	211	
824	First Independent Bank, Vancouver	192,060,680	175,174,329	812	
3421	Northwestern National Bank, Vancouver	55,354,000	43,017,000	4135	+714
1480	Baker-Boyer National Bank, Walla Walla	114,991,731	96,719,142	1616	+156
3576	Central Washington Bank, Wenatchee	53,060,000	43,047,000	4132	+556
3430	American Marine Bank, Winslow	55,193,238	44,965,924	3932	+502

WEST VIRGINIA

1076	Beckley National Bank, Beckley	148,471,746	142,298,609	1022	
1081	Bank of Raleigh, Beckley	147,387,586	134,109,991	1093	+12
1163	Raleigh County National Bank, Beckley	137,767,000	127,380,602	1161	
1335	Flat Top National Bank, Bluefield	124,116,659	120,796,147	1234	
1676	First National Bank, Bluefield	102,414,616	98,184,525	1583	
2165	Central National Bank, Buckhannon	83,575,000	72,120,000	2309	+144
3159	Adrian Buckhannon Bank, Buckhannon	59,170,412	62,131,697	2726	
2059	First Bank, Ceredo	86,598,680	79,407,265	2065	+6
4719	Bank of Charles Town, Charles Town	41,835,000	36,886,000	4905	+186

CHARLESTON

494	Kanawha Valley Bank NA, Charleston	334,988,793	341,083,000	460	
536	Charleston National Bank, Charleston	295,420,000	253,575,997	574	+38
938	Kanawha Banking & Trust Co. NA, Charleston	167,447,488	158,442,402	910	
1145	National Bank of Commerce, Charleston	139,477,302	126,367,514	1170	+25
1800	Bank of West Virginia, Charleston	96,531,000	97,996,284	1590	
2488	City National Bank, Charleston	73,676,620	67,047,000	2507	+19
766	Union National Bank, Clarksburg	205,714,520	185,439,000	775	+9
1209	Lowndes Bank, Clarksburg	134,115,633	146,198,042	998	
2351	Empire National Bank, Clarksburg	77,464,000	73,089,029	2265	
4758	Bank of Danville, Danville	41,413,092	36,061,000	5015	+257
2661	Bank of Dunbar, Dunbar	69,121,000	66,098,000	2556	
2677	Citizens National Bank, Elkins	68,844,000	64,131,000	2643	
3653	Davis Trust Co., Elkins	52,076,062	48,422,188	3591	
1689	First National Bank, Fairmont	101,822,912	98,362,483	1577	
2082	Community Bank & Trust NA, Fairmont	86,055,378	84,250,238	1913	
2327	City National Bank, Fairmont	78,136,938	76,323,674	2150	
4613	Gilbert Bank & Trust, Gilbert	42,859,404	41,728,000	4295	
4098	Kanawha Union Bank, Glenville	47,356,867	41,697,882	4299	+201
3557	Blueville Bank, Grafton	53,389,845	51,080,909	3382	
4705	Lincoln National Bank, Hamlin	42,028,855	33,816,880	5051	+346
4930	National Bank of Summers, Hinton	40,008,484	37,565,074	4810	

HUNTINGTON

924	First Huntington National Bank, Huntington	170,521,000	153,396,000	941	+17
1310	Twentieth Street Bank, Huntington	126,124,901	118,874,275	1260	
1781	Guaranty National Bank, Huntington	97,341,373	94,670,000	1675	
1930	Security Bank, Huntington	91,942,298	92,429,000	1729	
2685	Huntington Trust & Savings Bank, Huntington	68,663,000	73,182,840	2259	
2796	Putnam County Bank, Hurricane	66,258,000	57,964,000	2933	+137
4409	Farmers & Merchants Bank, Keyser	44,435,000	41,156,000	4358	
3982	Albright National Bank, Kingwood	48,398,790	44,004,310	4015	+33
1729	National Bank, Logan	99,756,200	90,423,056	1774	+45
3202	Boone National Bank, Madison	58,586,000	55,394,000	3070	
2614	Old National Bank, Martinsburg	70,138,869	64,599,720	2622	+8
3592	Citizens National Bank, Martinsburg	52,914,474	45,590,102	3858	+266
3635	Matewan National Bank, Matewan	52,359,000	44,241,788	3990	+355
4538	Merchants National Bank, Montgomery	43,396,821	39,842,951	4518	
4554	Montgomery National Bank, Montgomery	43,291,811	41,207,360	4352	
1158	First National Bank, Morgantown	138,087,996	124,953,340	1184	+26
1634	Farmers & Merchant's Bank, Morgantown	104,352,679	97,768,571	1594	
3093	Mercantile Bkg & Trust Co., Moundsville	60,194,963	58,099,190	2924	
3463	Peoples Bank, Mullens	54,741,856	52,299,223	3280	
4910	Bank of Nitro, Nitro	40,168,000	37,155,000	4866	
3838	New River Banking & Trust Co., Oak Hill	49,909,739	44,818,547	3943	+105
3872	Merchants & Miners Nat'l Bank, Oak Hill	49,502,852	46,165,411	3799	
840	Parkersburg National Bank, Parkersburg	188,261,000	149,936,000	967	+127
2490	Wood County Bank, Parkersburg	73,636,619	74,847,541	2197	
2693	Commercial Banking & Trust Co., Parkersburg	68,449,436	61,239,008	2758	+65
4734	Castle Rock Bank, Pineville	41,668,000	38,803,386	4649	
2800	Citizens National Bank, Point Pleasant	66,201,000	58,010,794	2932	+132
1242	Princeton Bank & Trust Co., Princeton	131,901,000	122,185,000	1217	
2706	Mercer County Bank, Princeton	68,168,000	60,705,000	2785	+79
4980	First National Bank, Ripley	39,570,211	37,492,464	4814	
4653	First National Bank, Ronceverte	42,482,930	39,715,927	4535	
4798	Ronceverte National Bank, Ronceverte	41,121,750	38,100,770	4740	
2053	Bank of St. Albans, St. Albans	86,754,000	80,529,000	2023	
4441	Citizens National Bank, St. Albans	44,112,000	41,960,000	4265	
4344	FirstBank, Shinnston	44,940,000	40,163,000	4484	+140
4632	Chemical B&T Co., South Charleston	42,677,324	44,114,633	4000	
3955	Traders Bank, Spencer	48,597,000	46,577,000	3756	
4778	First National Bank, Spencer	41,246,880	38,219,000	4725	
3787	Nicholas County Bank, Summersville	50,458,000	42,945,000	4145	+358
4709	Farmers & Merchants Bank, Summersville	41,987,904	42,603,985	4196	
3160	Bank of Weirton, Weirton	59,168,941	61,317,176	2755	
4051	Peoples Bank, Weirton	47,782,018	46,318,613	3783	
2859	McDowell County National Bank, Welch	64,961,365	57,867,000	2939	+80
4054	Citizens Bank, Weston	47,756,000	42,505,794	4209	+155
4784	Weston National Bank, Weston	41,216,879	39,652,435	4543	

WHEELING

1135	Wheeling Dollar Savings & Trust Co., Wheeling	140,559,000	128,672,000	1144	+9
1774	Security Nat'l B & T Co., Wheeling	98,010,000	87,334,000	1836	+62
2181	First National Bank & Trust Co., Wheeling	83,081,000	77,411,000	2122	
2312	Wheeling National Bank, Wheeling	78,488,000	72,481,000	2291	
3373	Half Dollar Trust & Savings Bank, Wheeling	56,084,848	48,116,725	3618	+245
3350	National Bank of Commerce, Williamson	56,471,381	53,547,139	3194	
4171	First National Bank, Williamson	46,661,000	42,117,000	4253	+82

WISCONSIN

4675	Fidelity Savings Bank, Antigo	42,365,562	40,272,328	4470	
806	First National Bank, Appleton	195,618,823	166,789,000	866	+60
1109	Valley Bank, Appleton	143,148,838	137,701,647	1061	
1914	Outagamie Bank, Appleton	92,657,483	86,921,095	1843	
3470	Northern State Bank, Ashland	54,629,000	51,087,000	3381	
2935	Baraboo National Bank, Baraboo	63,375,000	58,739,000	2886	
3688	First Nat'l B & T Co., Beaver Dam	51,663,577	47,379,542	3690	+2
3826	Marine Bank, Beaver Dam	50,063,000	44,374,000	3982	+156
4219	American National Bank, Beaver Dam	46,253,094	47,023,743	3720	
1804	Heritage Bank Beloit, Beloit	96,319,000	8,925,000		
2248	First National Bank & Trust Co., Beloit	80,668,601	73,131,507	2264	+16
4076	Jackson Cty. Bank, Black River Falls	47,598,421	46,979,459	3724	
4438	Boscobel State Bank, Boscobel	44,142,000	41,066,000	4368	
2407	Waukesha Cty. Marine Bank, Brookfield	75,892,000	69,746,000	2405	
2664	M & I West Suburban Bank, Brookfield	69,080,000	58,248,000	2911	+247
3923	First Wisconsin Nat'l Bank, Brookfield	48,859,859	40,999,000	4379	+456
4841	Brown Deer Bank, Brown Deer	40,719,746	35,926,574	5033	+192
3034	First Bank & Trust Co., Burlington	61,322,000	55,440,144	3065	+31
3053	Bank of Burlington, Burlington	61,007,000	61,052,000	2770	
4085	Cedarburg State Bank, Cedarburg	47,509,000	37,893,600	4771	+686

WISCONSIN—Continued

Position Dec. 31 1982		DEPOSITS Dec. 31, 1982 $	DEPOSITS Dec. 31, 1981 $	Rank 1981	Gain
3098	Northwestern Bank, Chippewa Falls	60,108,180	53,587,943	3188	+90
4406	First National Bank, Chippewa Falls	44,446,000	45,435,000	3879	
4895	M&I Peoples Bank, Coloma	40,302,052	38,480,747	4689	
2836	Cudahy Marine Bank, Cudahy	65,306,838	60,100,000	2811	
2940	State Bank, De Pere	63,270,000	62,895,437	2692	
4410	Marine Bank Kettle Moraine, Delafield	44,423,000	42,848,000	4158	
4574	Security National Bank, Durand	43,155,000	39,072,000	4614	+40
1041	First Wisconsin National Bank, Eau Claire	152,295,000	147,863,000	983	
1401	American Nat'l Bank & Trust Co., Eau Claire	118,998,186	107,620,137	1402	+1
4012	Independence Bank Elkhorn NA, Elkhorn	48,236,000	44,475,000	3974	
4357	Pierce County B&T Co., Ellsworth	44,840,540	41,154,000	4359	+2
1441	First Wisconsin National Bank, Fond Du Lac	115,857,000	105,450,000	1441	
1493	National Exchange Bank & Trust, Fond Du Lac	113,787,000	94,542,257	1677	+184
4255	First Bank Southeast of Racine Cty. NA, Franksville	45,850,000	42,023,546	4262	+7
3277	Gillett State Bank, Gillett	57,448,912	47,706,874	3663	+386
2719	First Bank, Grantsburg	67,912,337	63,050,204	2686	
	GREEN BAY				
636	Kellogg-Citizens National Bank, Green Bay	246,016,933	252,333,732	578	
954	Peoples Marine Bank, Green Bay	165,210,189	153,902,122	935	
1017	Valley Bank, Green Bay	155,262,029	140,214,000	1042	+25
2809	First Wisconsin Bank, Green Bay	65,878,995	64,176,000	2640	
4776	Citizens American Bank NA, Green Bay	41,273,000	36,520,000	4953	+177
4818	University Bank, Green Bay	40,936,392	36,828,000	4916	+98
4079	First Wisconsin National Bank, Greenfield	47,581,000	42,499,000	4210	+131
2930	State Bank, Hales Corners	63,451,000	59,474,000	2847	
4247	Peoples National Bank, Hayward	45,962,000	45,064,475	3923	
1297	Bank of Wisconsin, Janesville	127,211,000	87,519,000	1829	+532
1659	Marine First National Bank, Janesville	103,105,000	68,801,000	2445	+786
4301	Rock Cty. National Bank, Janesville	45,444,658	42,293,291	4237	
4660	F&M Bank, Kaukauna	42,446,299	36,390,113	4970	+310
1021	First National Bank, Kenosha	154,667,676	142,542,251	1018	
1845	Brown National Bank, Kenosha	95,027,786	85,900,962	1876	+31
4133	American State Bank, Kenosha	46,981,611	38,264,488	4718	+585
4393	First Bank Southeast NA, Kenosha	44,535,987	50,207,393	3449	
4553	Valley Bank, Kewaskum	43,303,087	40,684,581	4418	
1266	First National Bank, La Crosse	129,683,834	118,043,921	1277	+11
2454	State Bank, La Crosse	74,458,844	65,952,116	2561	+107
4780	First Bk. S.E. of Lk. Geneva NA, Lake Geneva	41,245,000	36,287,308	4985	+205
	MADISON				
492	First Wisconsin National Bank, Madison	335,621,000	302,188,000	502	+10
1085	M&I Bank of Hilldale, Madison	146,916,421	129,040,862	1141	+56
1433	M&I Bank of Madison, Madison	116,777,200	106,039,900	1431	
1445	Marine Bank Dane Cty., Madison	115,662,877	83,124,000	1949	+504
2117	United Bank & Trust, Madison	85,125,000	83,812,429	1927	
3236	Monona Grove State Bank, Madison	58,061,985	53,223,336	3214	
1422	Manitowoc Savings Bank NA, Manitowoc	117,633,209	102,225,111	1503	+81
2284	Manitowoc County Bank, Manitowoc	79,435,000	67,356,000	2493	+209
2690	First National Bank, Manitowoc	68,502,945	60,464,556	2794	+104
3537	Farmers & Merchants B&T, Marinette	53,748,000	50,204,023	3450	
2740	Citizens National Bk & Tr, Marshfield	67,636,000	62,813,000	2699	
2995	Central Bank & Trust, Marshfield	62,106,300	52,512,000	3264	+269
4614	M&I Bank of Mayville, Mayville	42,853,372	40,372,695	4458	
2961	State Bank, Medford	62,731,934	56,279,810	3020	+59
1437	F&M Bank, Menomonee Falls	116,450,739	112,011,146	1351	
4565	M&I Citizens American Bank, Merrill	43,220,000	39,710,000	4536	
3127	Bank of Middleton, Middleton	59,709,000	51,000,000	3390	+263
	MILWAUKEE				
78	First Wisconsin National Bank, Milwaukee	2,371,073,000	2,396,727,000	66	
223	Marine Bank NA, Milwaukee	815,075,000	605,227,000	262	+39
230	M&I Marshall & Ilsley Bank, Milwaukee	788,307,000	773,004,000	214	
363	First Bank NA, Milwaukee	472,988,000	476,752,000	330	
520	Heritage Bank, Milwaukee	310,347,000	49,973,000	3466	+2946
1347	M&I Northern Bank, Milwaukee	123,379,729	114,074,922	1330	
2264	Milwaukee Western Bank, Milwaukee	80,132,000	77,707,000	2109	
2368	Park State Bank, Milwaukee	77,077,667	67,177,975	2503	+135
2576	Bank of Commerce, Milwaukee	71,125,407	61,461,220	2749	+173
3631	Lincoln State Bank, Milwaukee	52,416,000	49,362,560	3512	
4504	M & I Silver Spring Bank, Milwaukee	43,651,000	39,269,000	4584	+80
4540	Bay View State Bank, Milwaukee	43,373,788	40,213,075	4477	
2511	First National Bank, Monroe	72,994,466	67,921,000	2476	
2907	Commercial & Savings Bank, Monroe	63,954,000	61,985,000	2732	
4520	Citizens Bank, Mukwonago	43,530,507	39,189,609	4595	+75
1925	First National Bank, Neenah	92,134,910	78,647,329	2085	+160
4317	Marine National Bank, Neenah	45,254,204	49,490,841	3503	
3052	First State Bank, New London	61,016,243	53,268,222	3209	+157
1224	First Wisconsin National Bank, Oshkosh	133,235,533	133,384,000	1098	
2999	M & I Western State Bank, Oshkosh	61,995,738	56,816,907	2993	
3142	Valley Bank, Oshkosh	59,361,638	50,093,000	3457	+315
3317	Oshkosh National Bank, Oshkosh	56,901,000	51,505,000	3341	+24
4487	Mound City Bank, Platteville	43,758,681	40,553,971	4436	
4823	Port Washington State Bank, Port Washington	40,910,000	37,331,000	4837	+14
3214	First National Bank, Portage	58,351,492	54,031,860	3160	
3497	City Bank & Trust Co., Portage	54,305,777	45,801,975	3831	+334
4142	Prairie City Bank, Prairie Du Chien	46,893,931	42,510,101	4208	+66
4564	Peoples State Bank, Prairie Du Chien	43,223,000	39,310,000	4580	+16
	RACINE				
1458	Marine First National Bank, Racine	115,059,000	115,738,238	1303	
1883	Heritage Bank & Trust, Racine	93,806,000	83,738,000	1931	+48
3071	M & I American Bank & Trust Co., Racine	60,515,553	58,036,355	2930	
3233	Bank of Elmwood, Racine	58,104,612	49,741,221	3484	+251
3308	North Side Bank, Racine	57,000,000	55,377,611	3072	
3655	First Wisconsin Bank, Racine	52,017,459	47,910,780	3641	
4892	Reedsburg Bank, Reedsburg	40,346,910	35,386,178	5105	+213
4206	First National Bank, Rhinelander	46,380,825	43,446,750	4085	
3974	First Wisconsin National Bank, Rice Lake	48,488,677	45,346,907	3890	
4669	M&I Ripon State Bank, Ripon	42,412,000	37,209,167	4859	+190
3958	First National Bank, River Falls	48,586,000	45,760,000	3838	
3910	Farmers & Citizens Bank, Sauk City	49,024,000	47,627,000	3670	
4696	First National Bank, Seymour	42,133,277	41,201,780	4354	
2308	Valley Bank of Shawano NA, Shawano	78,649,000	71,197,000	2346	+38
2469	Citizens State Bank, Shawano	74,115,000	72,284,000	2301	
747	Citizens Bank, Sheboygan	212,570,435	202,964,088	717	
1144	Security First National Bank, Sheboygan	139,510,457	147,479,802	968	
4640	South West State Bank, Sheboygan	42,554,203	38,472,178	4691	+51
2988	Citizens North Shore Bank, Shorewood	64,349,000	56,928,000	2986	+98
2070	First National Bank, Stevens Point	86,312,776	79,840,005	2047	
2481	Citizens National Bank, Stevens Point	73,831,524	66,172,216	2549	+68
1638	Bank of Sturgeon Bay, Sturgeon Bay	104,187,830	99,070,122	1570	
3803	Bank of Sun Prairie, Sun Prairie	50,392,000	45,297,000	3896	+93
2584	National Bank of Commerce, Superior	71,546,000	65,539,000	2584	+20
3417	First National Bank, Superior	55,437,000	52,905,000	3234	
3866	Suring State Bank, Suring	49,545,683	47,521,979	3678	
4110	Colonial Bank, Thiensville	47,239,000	42,875,000	4154	+44
4580	Farmers & Merchants Bank, Tomah	43,082,476	34,251,640	5277	+697
4385	Citizens Lakeshore Bank, Two Rivers	44,597,600	42,908,193	4149	
4523	Bank of Two Rivers, Two Rivers	43,513,577	42,125,594	4252	
4923	M&I Bank of Watertown, Watertown	40,052,396	36,542,945	4949	+26
975	Independence Bank Waukesha NA, Waukesha	162,881,000	141,420,000	1029	+54
1645	Waukesha State Bank, Waukesha	103,650,198	95,153,492	1663	+18
4418	Marine National Bank, Waukesha	44,324,000	36,409,028	4968	+550
922	First American National Bank, Wausau	171,648,241	187,371,000	769	
3630	Citizens Bank & Trust, Wausau	52,445,849	58,944,000	2877	
4252	Peoples State Bank, Wausau	45,921,015	37,546,745	4811	+559
3735	Union State Bank, Wautoma	51,074,000	46,460,431	3765	+30
1476	Wauwatosa State Bank, Wauwatosa	114,394,467	107,408,910	1404	
2973	First Wisconsin Bank, Wauwatosa	62,560,000	55,050,000	3093	+120
3216	Independence Bank Wauwatosa NA, Wauwatosa	58,334,000	53,255,729	3210	
1583	Milwaukee County Bank, West Allis	108,069,000	104,630,000	1457	
2228	West Allis State Bank, West Allis	81,226,000	82,206,000	1982	
2315	First National Bank, West Bend	78,382,769	73,135,454	2263	
3702	West Bend Marine Bank, West Bend	51,497,947	45,013,863	3929	+227
4212	Bank of Wisconsin Dells, Wisconsin Dells	46,314,312	40,436,594	4449	+237
2306	Wood County Nat'l Bank, Wisconsin Rapids	78,658,000	71,149,000	2347	+41
2422	First National Bank, Wisconsin Rapids	75,465,328	66,921,972	2513	+91
3675	Lakeland State Bank, Woodruff	51,820,000	47,186,000	3703	+28

WYOMING

599	First Interstate Bank of Casper NA, Casper	263,877,682	245,760,504	588	
637	Wyoming National Bank, Casper	245,756,391	245,723,438	589	
2207	Hilltop National Bank, Casper	82,001,598	40,671,000	4420	+2213
4455	First Wyoming Bank-Casper, Casper	44,017,000	49,218,000	3528	
1761	First Nat'l Bank & Trust Co., Cheyenne	98,636,029	98,556,404	1575	
1850	American National Bank, Cheyenne	94,850,708	82,431,314	1973	+123
3331	First Wyoming Bank NA-Cheyenne, Cheyenne	56,739,000	53,244,000	3213	
2952	First Wyoming Bank-Cody, Cody	62,914,000	47,694,000	3665	+713
3200	Shoshone First National Bank, Cody	58,631,127	51,668,619	3326	+126
2989	Converse Cty. Bank, Douglas	62,186,903	58,051,000	2927	
3484	First National Bank, Evanston	54,429,000	50,568,000	3421	
3827	First Wyoming Bank-Evanston, Evanston	50,062,739	48,378,000	3594	
1033	Stockmens Bank & Trust Co., Gillette	153,239,000	149,504,000	970	
2236	First National Bank, Gillette	81,054,946	61,179,000	2761	+525
3217	Jackson State Bank, Jackson	58,328,000	53,903,000	3165	
3539	First Wyoming Bank NA-Kemmerer, Kemmerer	53,710,615	62,408,992	2716	
3948	First Wyoming Bank NA-Lander, Lander	48,644,000	48,581,000	3573	
1924	First Interstate Bank of Laramie NA, Laramie	92,146,861	80,212,936	2033	+109
4648	Bank of Laramie, Laramie	42,503,255	40,602,843	4429	
2748	First National Bank, Powell	67,472,353	60,242,305	2803	+55
3726	Rawlins National Bank, Rawlins	51,180,000	53,030,000	3229	
2245	First Interstate Bank of Riverton NA, Riverton	80,826,096	80,016,114	2041	
4372	American National Bank, Riverton	44,701,973	42,947,243	4144	
1665	Rock Springs National Bank, Rock Springs	102,692,646	99,290,899	1567	
4334	First Security Bank, Rock Springs	45,066,000	36,953,000	4896	+562
4430	North Side State Bank, Rock Springs	44,224,649	42,601,054	4197	
2280	Bank of Commerce, Sheridan	79,573,689	75,193,520	2190	
3038	First National Bank, Sheridan	61,222,112	56,460,700	3011	
4115	Citizens Nat'l Bank & Trust Co., Torrington	47,200,000	45,483,771	3875	
3407	Stockgrowers State Bank, Worland	55,570,000	47,369,000	3691	+284
4863	First National Bank, Worland	40,592,000	37,577,000	4807	

This statistical tabulation was prepared under the direction of L. Michael Cacace by Teresia Gerber, Harvey Glassman, and Kenneth J. Hicks.

The Telephone Number List can be found on pages 32 and 33

To Our Readers

American Banker would appreciate your comments on the "Top 5000" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

Believe It or Not!

Continued from page 1

started to flow back to the commercial banking system directly from the money market mutual funds. Fund assets began to decline and are continuing to decline to date. It appears that the smaller banks are receiving a larger portion of these redirected funds than the larger banks.

DEPOSIT-SIZE GROUPINGS

At yearend, 30 commercial banks each had total deposits of $5 billion or more; 186 banks each had more than $1 billion in deposits; 341 banks each had more than $500 million in deposits; and 1,722 banks each had more than $100 million deposits. At yearend 1981, 29 banks each had more than $5 billion in deposits; 167 banks each had mroe than $1 billion; 314 each had more than $500 million; and 1,555 each had more than $100 million.

NUMBER 5,000

The 5,000th largest bank in the nation last year was Bank of San Felipe Green NA, Houston, with total deposits of $39,441,000. In 1981, the 5,000th largest bank was the First National Bank of Mount Dora, Fla., with total deposits of $36,137,000.

WHERE ARE THEY NOW?

This year, First National Bank of Mount Dora did not rank among the nation's first 5,000 banks. The bank had total deposits of $36,851,000 on Dec. 31, to rank 5,352d in the nation.

The American Banker also has kept track of the 5,000th banks in 1979 and 1980. In 1979, the 5,000th largest bank was Kyowa Bank of California, Los Angeles, with $30.6 million in deposits. The bank, which is a subsidiary of the $23.8 billion-deposit Kyowa Bank Ltd., Tokyo, advanced in the rankings in each of the last three years. In 1980 it jumped up to 3,975th with $41.3 million in deposits. In 1981, it moved up to 3,521 with $49.3 million in deposits, and last year it ranked 3,380th with deposits of $55.9 million. Commercial National Bank, Ainsworth, Neb., ranked 5,000th on Dec. 31, 1980, with $33.4 million in deposits. In 1981, it advanced to 4,717th place with deposits of $38.3 million, and last year it ranked 4,680th with deposits of $42.3 million.

STATE WITH MOST BANKS

Texas, a unit banking state, again had the largest number of banks ranked among the top 5,000 in the nation last year — 623 banks. This was a gain of 24 banks from a year earlier. Who's next? Illinois with 431 banks, Florida with 244 banks, and Pennsylvania with 211 banks. Missouri, with 198 banks among the top 5,000, supplanted Indiana as the fifth largest bankers state. (A new American Banker listing entitled "Deposits of Top 5,000 Banks by State," which appears on page 2, breaks down the deposits of the 5,000 largest banks by state, shows the number of banks in each state, and shows a ratio of the state's deposits to the national total.

SMALLER BANKS, STRONGER GROWTH

For the second consecutive year, the growth in deposits of the smaller banks — those banks ranked 301 to 5,000 — was greater than the deposit growth of the larger banks. Deposits of the nation's 10 largest banks rose by only 2.1% last year, and the deposits of the top 100 banks rose 5.3%. However, deposits of the banks ranked 301 to 5,000 rose 9.2%. In 1981, the deposits of the nation's 10 largest banks climbed 4.5%, deposits of the 100 largest were up 6.1%, and the deposits of the smaller banks rose 7.6%. ■

Penney . . .

Continued from page 1

would have a chilling effect and would make our intent clear.

"We are dismayed that the desired chilling effect has not been realized and we are looking for alternative means to provide Congress with some breathing space in which to examine the broader issues raised by these applications," the spokesman said.

One result of Penney's move is that Comptroller C.T. Conover could ask Congress for legislation to expand his authority, possibly to place a temporary moratorium on decisions about notices of changes in bank control until Congress can examine the broader structural issues they raise. Mr. Conover's office had no comment on that possibility.

The agency has on file one other notice of change in control from a nonbank wishing to acquire a national bank.

It also has more than 10 de novo charter applications from nonbanking firms seeking to charter what have come to be called "nonbank banks." These are banks whose commercial loan operations or demand deposit operations have been spun off, technically rendering them not banks for purposes of the Bank Holding Company Act.

Other nonbanking firms have acquired national banks by using the provisions of the Change in Bank Control Act which states that any corporation seeking to acquire an existing bank has only to file a notice of change in bank control with the appropriate regulator.

In this case, the regulator is the Comptroller of the Currency. By law the agency has 60 days in which to either disapprove the notice or to take no action, in which case the acquisition can proceed.

Limited Power to Deny

Unlike the broader authority granted the Comptroller in the National Bank Act — through which Mr. Conover imposed the moratorium — the Change in Bank Control Act allows only certain limited instances in which the Comptroller may disapprove of an acquisition.

They are: the acquisition would have to result in a monopoly or conspiracy or would have to lessen competition; if the Comptroller questioned the financial condition, competence, integrity or experience of the acquirer; or if any

➤ Penney: Page 63

Bankruptcy . . .

in the current system, is "cautiously hopeful" that the concerns of opponents — Rep. Rodino in particular — will be laid to rest by the Senate bill that treats the two issues of reform and a new court structure concurrently.

Reformers See Urgent Need

Supporters of bankruptcy reform say the need for changes in the law is urgent.

Sen. John P. East, R-N.C., said during debate on the bill that there has been a 100% increase in bankruptcy applications in his state since 1979.

"While much of the increase is due to high interest rates, inflations and rising unemployment," he said, "it is apparent that many debtors have been counseled to seek the discharge of all of their debts in a Chapter 7 straight bankruptcy when they might easily have repaid some or all of their debts in a court-supervised Chapter 13 plan."

"Under the 1978 code, we have seen the growth of law firms specializing in a high volume of quick and easy straight bankruptcy filings with a minimum of client counseling," he continued.

Sen. Howell Heflin, D-Ala., said in a similar statement that he is concerned that bankruptcy laws have become too lenient.

The Senate bill, he said, "corrects abuses and oversights in the existing bankruptcy law, [while] it retains those protections needed by deserving debtors who find themselves in financial difficulties."

Sen. Howard M. Metzenbaum, D-Ohio, said that while he opposed the measure, the bill itself was "in about as good shape as it can be." ■

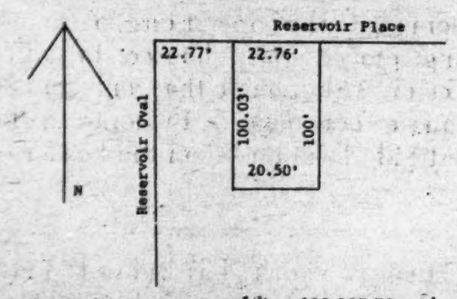
Clarks Bancshared Approved

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application by Clark Bancshares, Inc., Clarks, Nebraska, to become a bank holding company by acquiring Bank of Clarks. ■

LEGAL ADVERTISING

Notice of Foreclosure

SUPREME COURT - COUNTY OF BRONX The New York Guardian Mortgagee Corp., Plaintiff against Louise Kelliehan, et al Defendant(s) Pursuant to a judgment of foreclosure and sale, entered herein and dated March 24th, 1983, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 6th day of May, 1983, at 10:30 A.M., premises with diagram, briefly described as follows: On the south side of Reservoir Place, 22.77 feet east of Reservoir Oval, being a plot 22.76 feet x 100 feet x 20.50 feet x 100.03 feet and known as 282 Reservoir Place, Bronx, N.Y.



Approximate amount of lien $28,215.56 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 17327/81, Dated: April 14th, 1983, Stephen C. Cooper, Referee, Deutsch & Schneider, Attorney(s) for Plaintiff, 3450 Fulton Street, Brooklyn, N.Y. 11208

Liquor License

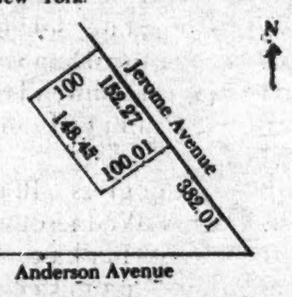
ON-PREMISES LICENSES

Notice is hereby given that liquor license No. 1 OP 3257 has been issued to the undersigned to sell beer, liquor and wine under the Alcoholic Beverage Control Law at 1626 Broadway, New York, N.Y. for on- premises consumption. Fal-Bar Argentinan Corner Restaurant Inc.

LEGAL ADVERTISING

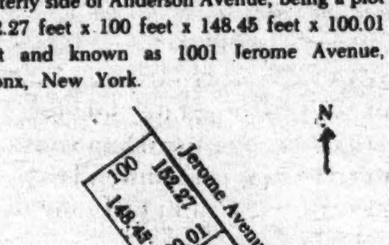
Notice of Foreclosure

SUPREME COURT, COUNTY OF BRONX -- Jerome Towers, Inc., Plaintiff, against 1001 Jerome Avenue Company, et al., Defendants.--Pursuant to a judgment of foreclosure and sale entered herein and dated March 18, 1983, I, the undersigned, Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, New York, in Room 118, Mezzanine, on the 5th day of May, 1983, at 10:00 A.M., premises with diagram, briefly described as follows: On the westerly side of Jerome Avenue 382.01 feet northerly from the corner formed by the intersection of the westerly side of Jerome Avenue and the easterly side of Anderson Avenue, being a plot 152.27 feet x 100 feet x 148.45 feet x 100.01 feet and known as 1001 Jerome Avenue, Bronx, New York.



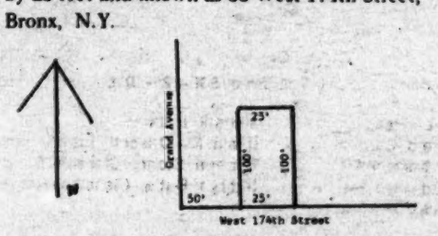
Approximate amount of lien $377,645.12 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index No. 7605/82. Dated: April 4, 1983. JONATHAN P. ARFA, Referee. IRA L. HYAMS P.C., Attorneys for Plaintiff, 375 North Broadway, Jericho, New York 11753.

SUPREME COURT - COUNTY OF BRONX Hudson City Savings Bank as successor by merger to United States Savings Bank of Newark, N.J. Plaintiff against Maurice DeJesus, et al Defendant(s) Pursuant to a judgment of foreclosure and sale, entered herein and dated September 30th, 1982, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 6th day of May, 1983, at 10:00 A.M., premises with diagram, briefly described as follows: On the west side of Sedgwick Avenue, 417.07 feet south of West 229th Street, being a plot 100.00 feet x 35.00 feet x 100.13 feet x 21.16 feet x 13.84 feet and known as 2807 Sedgwick Avenue, Bronx, N.Y.



Approximate amount of lien $67,944.89 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 7928/81, Dated: April 14th, 1983, Jerome Vale, Referee, Philip Irwin Aaron Attorney(s) for Plaintiff, 400 Jericho Turnpike, Jericho, N.Y. 11753

SUPREME COURT - COUNTY OF BRONX Federal National Mortgage Association, Plaintiff against Antonio Perez, et al Defendant(s) Pursuant to a judgment of foreclosure and sale, entered herein and dated April 15th, 1983, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 20th day of May, 1983, at 10:30 A.M., premises with diagram, briefly described as follows: On the north side of West 174th Street, 50 feet east of Grand Avenue, being a plot 100 feet by 25 feet and known as 33 West 174th Street, Bronx, N.Y.



Approximate amount of lien $14,778.33 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 82/18527. Dated: April 28th, 1983. Hon. Charles G. Tierney, Referee. Philip Irwin Aaron, Attorney(s) for Plaintiff, 400 Jericho Turnpike, Jericho, N.Y. 11753.

Auction Notices

DEFAULT In Security Agreement Made By Salvatore Catanzaro to John Gambino. I Will Sell April 29, 1983 at 10 A.M. at 7403 18th Ave., Bklyn, N.Y. R/T/I In & To Furniture, Fixtures, Equipment, Machinery, etc. Subject To Any & All Prior Liens & Mortgages. Secured Party Reserves The Right To Bid. F.E.S. AUCTIONS INC., Frank E. Seipp Auct'r As Agent

Jack Ross auctr sells 4/29/83 at 9 A.M. at 78-06 Queens Blvd. '78 Audi #858203840 Re: A. Gomez and at 9:30 A.M. at 57-05 Broadway '68 BMW #1811288 Re: D. White. Published 4/22/83 & 4/29/83.

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American Banker

The Only Daily Banking Newspaper

VOL. CXLVIII NO. 85 | Monday, May 2, 1983 | 148th Year

Banks' Share Of Mortgage Servicing Soars

By THERESIA GEHRER

NEW YORK — Banks and bank-owned mortgage companies accounted for a record 48.1% of the $243.1 billion in mortgages serviced for others by the top 100 mortgage companies and banks in the field at yearend 1982.

The previous high was 47.6% in 1976. In 1981, banks had a 45% share of the market.

This is one of the findings of the American Banker's annual survey of the 100 largest mortgage servicers, which appears on pages 12 and 14 today.

At yearend, two commercial banks — Bank of America NT&SA and Hibernia Bank, both with headquarters in San Francisco, — and 44 bank-owned mortgage companies were ranked among the top 100.

Combined servicing by these 46 companies totaled $116.9 billion.

Bank of America, with $2.3 billion in servicing, ranked 35th, while Hibernia's $924 million ranked it 98th.

Basically, a mortgage company purchases first mortgages with its own or borrowed funds and then sells these loans to investors. However, the mortgage company, for a fee, continues to service the mortgages.

Servicing includes the collection of

➤➤ Services: Page 32

INSIDE

Real Estate Finance Annual

Office condominiums are not new but have yet to become a major factor in the real estate market. In today's feature section, however, it is explained that the office condos may at last be coming into their own. See page.....9

Higher Education Routes

There is no one right way to get a higher education. Each path has its pros and cons. What fits one student does not fit another. And parents do have a role to play in helping find the right path: BANKING TRENDS.....4

State Legislation.....6

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ABA Trying to Reignite Enthusiasm As Withholding Fight Moves to House

Rostenkowski Doesn't Plan to Begin Hearings Until June

By ANDREW ALBERT

WASHINGTON — The American Bankers Association is attempting to reignite what it views as waning enthusiasm within its ranks over the fight to repeal tax withholding on interest and dividends.

Strengthened industry support became a top priority for the ABA this week as Congress gave strong indications that the withholding battle would rage into the summer.

Rep. Dan Rostenkowski, who heads the tax-writing House Ways and Means Committee, announced last week that his panel would not conduct hearings on withholding until June 2 — just one month before the new tax-collection law is due to go into effect.

The Illinois Democrat, who supports the 1982 tax withholding law, recently asked his fellow lawmakers to "reserve judgment" on repealing the law until his hearings conclude.

"The danger is that a great complacency is setting in [among bankers]," said Fritz Elmendorf, an ABA spokesman. He stressed that actual industry opposition to the law remains strong, but many bankers are operating under the misconception that Congress has already repealed the law.

➤➤ Withholding: Page 31

No Quiet IRAs at Northwestern Mutual

By ALICE ARVAN

NEW YORK — Northwestern Mutual Life Insurance Co., the nation's ninth largest insurer, makes no bones about its aggressive pursuit of the Individual Retirement Account market.

Its strategy is embodied in its recent IRA print campaign, aimed at the last-minute purchaser, where it proclaims: "Some IRAs offered toasters. We delivered a 20% return."

Some industry insiders profess "shock" at this aggressive comparative advertising, which deviates from the norm for the traditionally straight-laced insurance business. But they reluctantly concede that this kind of hard-sell may well become standard practice.

According to John E. Caspari, advertising and corporate information officer for Northwestern, the ad campaign has paid off handsomely for the $13 billion-asset company.

"By the end of the first quarter, March 31, we had already opened up 6,000 new accounts for 1983 worth $12.5 million, which was our original goal for the entire year," he said.

Between April 1 and 15, Northwestern signed up IRA accounts at a rate of 500 a day, he added. "By the end of April 15, we had almost doubled our sales for the first quarter."

Unlike the mainstream of the industry, where generic company advertising is the norm, Northwestern is pushing a particular service, the One Fund, for its IRAs. The One Fund is designed to allow the company to invest in stocks, bonds, or money market

➤➤ Northwestern: Page 8

Major Bank Trade Groups Begin Talks

ABA, Marketers Weigh Merger or Other Tie

By LAURA GROSS

NEW YORK — The Bank Marketing Association and the American Bankers Association are holding discussions that could lead to a merger of the two national trade groups.

William H. Kennedy Jr., ABA president and chairman of the National Bank of Commerce, Pine Bluffs, Ark., said in an interview that the discussions are "very preliminary."

Mr. Kennedy said he has talked with Richard M. Rosenberg, BMA president and vice chairman of Wells Fargo Bank NA of San Francisco "about the desirability and practicality of putting the two organizations together, with the understanding that, if this were to occur, the same high quality of work which has been performed by BMA over the years for marketing professionals would be maintained.

"If that could be done with certainty — and ABA would pledge itself to that goal — then I think there are many good and valid reasons for some kind of a merger to take place," Mr. Kennedy added.

Mr. Rosenberg noted, "Our primary function is to deliver professional marketing expertise to the American banking industry in the most cost-efficient manner possible."

Mr. Kennedy added that he does not know if the discussions will result in a merger or a cooperative venture, with BMA putting on marketing seminars for

➤➤ BMA: Page 31

Who do the nation's major banks turn to for third-party vendor services?

ADP®

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Major concerns of banking today include fee income, reduction of expenses and competitive mobility. ADP is the single largest provider, with the widest range of services satisfying those concerns. To discuss the variety of services and how they meet your strategic objectives, contact ADP Corporate Bank Marketing at 201 365-7791.

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Top 100 Mortgage Servicers in the U.S. (a)

Including Commercial Banks and Mortgage Companies

In order of Dollar Volume of Permanent Real Estate Serviced

Compiled by American Banker —Copyright 1983

Rank 12/31/82	Name of Company (Banks are Capitalized)	Dollar Volume	No. of Loans	No. Of Investors	Rank 1981	Gain in Rank	Commercial Bank—Mortgage Company Affiliations and Other Significant Data
1	Lomas & Nettleton Financial Corp., Dallas	17,365,997,000	687,349	850	1		Acquired Advance Mortgage Corp., Southfield, Mich., July, 1982.
2	Weyerhaeuser Mortgage Co., Los Angeles	7,660,686,000	185,648	463	2		A subsidiary of Weyerhaeuser Co., Tacoma, Wash.
3	Banco Mortgage Co., Minneapolis	7,321,000,000	132,892	127	3		A subsidiary of Northwest Bancorp., Minneapolis, a multibank holding company.
4	Manufacturers Han. Mtge. Cp., Farmington Hills, Mich.	6,823,870,000	219,640	509	4		A subsidiary of Manufacturers Hanover Corp., New York, a multibank holding company which owns Manufacturers Hanover Trust Co. The latter was servicing $41 million for others on 12/31/82.
5	Fleet Mortgage Corp., Milwaukee, Wis.	6,306,576,000	227,670	658	9	+ 4	A subsidiary of Fleet Financial Group, Inc., Providence, R.I., holding company for Fleet National Bank. The latter was servicing $239 million for others at yearend.
6	Suburban Coastal Corp., Wayne, N.J.	5,698,273,000	114,400	169	5		A subsidiary of Suburban Savings & Loan Assn., Wayne, N.J.
7	Kissell Co., Springfield, Ohio	5,129,581,508	198,910	358	14	+ 7	A subsidiary of Pittsburgh National Bank.
8	First Interstate Mortgage Co., Los Angeles	5,125,415,963	77,427	299	...		A subsidiary of First Interstate Bancorp., Los Angeles, a multibank holding company. Six of the holding company's bank affiliates and another mortgage company subsidiary were servicing mortgages for others totaling $1.5 bilion at yearend. They are: First Interstate Bank of Arizona, Phoenix ($127 mil.); First Interstate Bank of Englewood, Colo. ($39 mil.); First Interstate Bank of Idaho NA, Boise ($13 mil.); First Interstate Bank of Nevada, Reno ($69 mil.); First Interstate Bank of Oregon NA, Portland ($303 mil.); First Interstate Bank of Washington, Seattle ($279) mil.); and First Interstate Real Estate Services, Denver ($637 mil.)
9	Colonial Mortgage Service Co., Philadelphia	4,882,599,478	132,583	406	8		A subsidiary of Philadelphia National Bank.
10	Commonwealth Mortgage Corp., Houston	4,446,066,572	111,696	601	...		A subsidiary of Commonwealth Savings Assn., Houston.
11	Cameron-Brown Co., Charlotte, N.C.	4,394,830,178	133,043	377	12	+ 1	A subsidiary of First Union Corp., Charlotte, N.C., holding company for First Union National Bank.
12	Wells Fargo Mortgage Co., San Francisco	4,345,057,800	72,991	334	7		A subsidiary of Wells Fargo & Co., San Francisco, holding company for Wells Fargo Bank NA.
13	Ralph C. Sutro Co., Los Angeles	4,343,833,732	94,969	223	22	+ 9	A subsidiary of Metropolitan Savings Bank, Brooklyn.
14	Merrill Lynch Mortgage Corp., Stamford, Conn.	4,331,034,767	50,819	52	15	+ 1	A subsidiary of Merrill Lynch & Co., New York.
15	Richard Gill Co., San Antonio, Tex.	4,179,817,447	111,604	301	23	+ 8	A subsidiary of Gill Savings Assn., Hondo, Tex.
16	Security Pacific Mortgage Corp., Denver	4,141,696,000	95,637	390	11		A subsidiary of Security Pacific Corp., Los Angeles, holding company for Security Pacific National Bank. The latter was servicing $734 million for others at yearend.
17	Chemical Mortgage Corp., Columbus, Ohio	4,075,590,158	58,559	225	10		A subsidiary of Chemical New York Corp., a multibank holding company.
18	Bowest Corp., La Jolla, Calif.	4,013,000,000	86,966	180	30	+12	A subsidiary of Bowest Holding Corp., San Diego.
19	Crocker Mortgage Co., Inc., Los Angeles	3,750,342,495	67,975	134	17		A subsidiary of Crocker National Corp., San Francisco, holding company for Crocker National Bank.
20	Shearson/American Exp. M.C., Newport Beach, Cal.	3,707,330,291	84,725	303	28	+ 8	A subsidiary of Shearson/American Express Inc., New York.
21	Bankers Mortgage Corp., Columbia, S.C.	3,700,000,000	118,000	216	13		A subsidiary of Bankers Trust of S.C., Columbia.
22	Stockton, Whatley, Davin & Co., Jacksonville, Fla.	3,618,389,000	112,581	335	19		A subsidiary of Phillips Petroleum Co., Bartlesville, Okla.
23	Genstar Mortgage Corp., Glendale, Calif.	3,596,851,000	94,755	185	16		A subsidiary of Genstar Corp., San Francisco.
24	Alliance Mortgage Co., Jacksonville, Fla.	3,261,804,305	79,372	155	24		A subsidiary of Florida National Banks of Florida, Inc., Jacksonville, a multibank holding company.
25	Seafirst Mortgage Corp., Seattle	3,218,342,000	73,420	314	21		A subsidiary of Seafirst Corp., Seattle, holding company for Seattle-First National Bank.
26	Colwell, Los Angeles	3,128,515,686	97,709	300	20		A subsidiary of Baldwin-United Corp., Cincinnati, which also owns four other mortgage companies: Baldwin-United Mortgage Co., Louisville, Ky. (servicing $556 mil. at yearend); C.C. Fletcher Mortgage Co., Cincinnati (servicing $153 mil. at yearend); Fulton & Goss Inc., Cleveland ($260 mil.); and Moyer Mortgage Co., Dayton, Ohio ($150 mil.)
27	Rainier Mortgage Co., Seattle	2,872,303,425	79,813	193	25		A subsidiary of Rainier Bancorp., Seattle, holding company for Rainier National Bank.
28	Southeast Mortgage Co., Miami	2,805,000,000	66,000	337	26		A subsidiary of Southeast Banking Corp., Miami, holding company for Southeast Bank NA.
29	Mortgage & Trust, Inc., Houston	2,695,323,558	84,438	267	27		Effective 4/4/83, the outstanding stock of the company was sold to Mellon Mortgage Inc.-Texas, a subsidiary of Mellon National Corp., Pittsburgh, holding company for Mellon Bank NA.
30	F & M Mortgage Corp., Richmond	2,509,482,950	60,364	211	31	+ 1	A subsidiary of First & Merchants National Bank, Richmond.
31	Citicorp Homeowners Services, Inc., St. Louis, Mo.	2,434,301,849	65,035	316	64	+33	A subsidiary of Citibank (New York State) NA, Buffalo. Its sister bank, Citibank NA, New York, owns Citicorp Real Estate, Inc., which was servicing $1,268 million for others at yearend. Both banks are owned by Citicorp, New York.
32	VNB Mortgage Corp., Richmond	2,325,632,893	81,761	155	29		A subsidiary of Virginia National Bank, Norfolk.
33	Waterfield Mortgage Co., Inc., Fort Wayne, Ind.	2,310,000,000	90,000	100	34	+ 1	None.
34	Transamerica Mortgage Co. of Calif., San Francisco.	2,291,917,632	69,215	180	...		A subsidiary of Transamerica Corp., San Francisco.
35	BANK OF AMERICA N.T. & S.A., SAN FRANCISCO	2,273,000,000	53,924	197	40	+ 5	A subsidiary of BankAmerica Corp., San Francisco, which also owns BA Mortgage and International Realty Corp. The latter was servicing $357 million for others at yearend.
36	Old Stone Mortgage Corp., Seattle	2,151,917,000	65,764	100	59	+23	A subsidiary of Old Stone Bank, Providence, R.I.
37	Coldwell Banker Comm. Group, inc., Los Angeles	2,144,961,230	8,266	26	33		A subsidiary of Sears, Roebuck & Co., Chicago, which also owns Allstate Enterprises Mortgage Corp., Deerfield, Ill. The latter was servicing $1,788 million for others at yearend.
38	Lumbermen's Investment Corp., Austin, Tex.	2,071,583,000	76,317	200	36		A subsidiary of Time Inc., New York.
39	Colonial Financial Corp., Fort Worth, Tex.	2,048,329,318	51,443	545	38		None.
40	General Electric Mortgage Corp., Portland, Ore.	2,031,265,887	50,500	191	41	+ 1	A subsidiary of General Electric Credit Corp., Stamford, Conn., which also owns GECC Financial Corp., Honolulu. The latter was servicing $188 million for others at yearend.
41	Northland Mortgage Co., St. Paul, Minn.	2,001,315,180	34,252	191	35		A subsidiary of Northland Co., St. Paul, Minn.

(a)—Figures include only mortgages serviced for others. In the case of banks, they exclude servicing for the bank's trust accounts and servicing by bank's subsidiary mortgage companies with their own legal identity. GNMA pools have been excluded from the "number of investors" count. However, GNMA pools are included in the servicing volume figures. r—Rank based on revised data.

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cover 1, p.12, 14, 32.

Top 100 Mortgage Servicers in the U.S. (a)

Rank 12/31/82	Name of Company (Banks are Capitalized)	Dollar Volume	No. of Loans	No. Of Investors	Rank 1981	Gain in Rank	Commercial Bank—Mortgage Company Affiliations and Other Significant Data
42	New York Guardian Mortgagee Corp., Hempstead	2,000,524,617	58,560	28	44	+ 2	A subsidiary of Guardian Bank NA, Hempstead.
43	STM Mortgage Co., Dallas	1,898,405,587	61,645	252	37		A subsidiary of Southern Financial Corp., Dallas.
44	Percy Wilson Mortgage & Finance Corp., Chicago	1,869,809,000	70,132	263	32		A subsidiary of Commerce Savings Assn., Dallas.
45	Reilly Mortgage Group, Inc., Washington, D.C.	1,804,848,264	522	23	69	+24	None.
46	Rouse Real Estate Finance, Inc., Columbia, Md.	1,798,899,282	20,189	85	42		A subsidiary of Rouse Co., Columbia.
47	Allstate Enterprises Mortgage Corp., Deerfield, Ill.	1,787,647,168	51,732	137	48	+ 1	A subsidiary of Sears, Roebuck & Co., Chicago, which also owns Coldwell Banker Commercial Group, Inc., Los Angeles. The latter was servicing $2,145 million for others at yearend.
48	Jersey Mortgage Co., Elizabeth, N.J.	1,785,570,836	41,566	93	39		None.
49	Utah Mortgage Loan Corp., Logan	1,752,095,786	47,181	75	72	+23	A subsidiary of First Security Corp., Salt Lake City, a multibank holding company.
50	Foster Mortgage Corp., Fort Worth	1,746,501,077	46,785	250	51	+ 1	A subsidiary of Benjamin Franklin Savings Assn., Houston.
51	Engel Mortgage Co., Inc., Birmingham, Ala.	1,706,288,758	57,368	136	65	+14	A subsidiary of AmSouth Bank NA, Birmingham.
52	J. L. Kislak Mortgage Service Corp., Miami	1,702,121,661	79,841	211	43		A subsidiary of J. I. Kislak Mortgage Corp., Miami.
53	Chase Home Mortgage Corp., Montvale, N.J.	1,627,100,000	48,952	34	45		A subsidiary of Chase Manhattan Corp., New York, a multibank holding company. Its lead bank, Chase Manhattan Bank NA, owns Housing Investment Corp., Hato Rey, P.R., which was servicing $1,122 million for others at yearend.
54	Wachovia Mortgage Co., Winston-Salem, N.C.	1,624,785,313	43,781	125	53		A subsidiary of Wachovia Corp., Winston-Salem, N.C., holding company for Wachovia Bank & Trust Co. NA.
55	FBS Mortgage Corp., Minneapolis	1,578,560,000	26,715	170	63	+ 8	A subsidiary of First Bank System, Minneapolis, a multibank holding company.
56	Charles F. Curry & Co., Kansas City, Mo.	1,558,361,000	53,300	128	50		None.
57	Collateral Investment Co., Birmingham, Ala.	1,488,109,087	58,584	114	46		None.
58	Midland Mortgage Co., Oklahoma City	1,481,981,923	48,760	152	47		A subsidiary of Midland Financial Co., Oklahoma City.
59	California Mortgage Service, Santa Ana	1,459,971,362	44,378	52	76	+17	None.
60	Real Estate Financing Inc., Montgomery, Ala.	1,403,784,092	41,528	101	52		A subsidiary of First Alabama Bancshares, Inc., Montgomery.
61	North American Mortgage Co., Houston	1,386,535,008	24,577	187	78	+17	A subsidiary of North American Capital Corp., Houston.
62	Latimer & Buck, Inc., Philadelphia	1,376,970,760	31,496	40	...		A subsidiary of Fidelcor, Inc., Philadelphia, holding company for Fidelity Bank.
63	Weaver Bros., Inc., Chevy Chase, Md.	1,345,544,000	29,918	46	49		None.
64	Mortgage Corporation of the South, Birmingham, Ala.	1,303,972,108	57,487	258	58		A subsidiary of First National Bank, Boston.
65	American Fletcher Mortgage Co., Inc., Indianapolis	1,228,038,373	27,317	150	62		A subsidiary of American Fletcher Corp., Indianapolis, holding company for American Fletcher National Bank & Trust Co.
66	First Fidelity Mortgage Co., Monroe, La.	1,274,770,711	64,887	196	55		A subsidiary of Palomar Financial, Monroe, La.
67	Standard Mortgage Corp., New Orleans	1,271,000,000	30,714	155	93	+26	None.
68	NBD Mortgage Co., Troy, Mich.	1,269,019,066	57,244	71	56		A subsidiary of NBD Bancorp., Inc., Detroit, a multibank holding Co.
69	Citicorp Real Estate, Inc., New York	1,267,546,801	620	60	...		A subsidiary of Citibank NA, New York. Its sister bank, Citibank (New York State) NA, Buffalo, owns Citicorp Homeowners Services, Inc., St. Louis, which had $2,434 million in servicing at yearend. Both banks are owned by Citicorp, New York.
70	Ryan Mortgage Co., Arlington, Tex.	1,264,777,224	26,673	107	68		None.
71	Peoples Mortgage Co., Seattle	1,253,700,078	36,018	70	57		A subsidiary of Peoples Bancorp., Seattle, holding company for Peoples National Bank.
72	IntraWest Mortgage Co., Denver	1,230,142,129	24,228	198	60		A subsidiary of IntraWest Financial Corp., Denver, a multibank holding company.
73	Lincoln Service Corp., Owensboro, Ky.	1,208,975,783	23,365	93	...		None.
74	Gulic Mortgage Co., San Diego, Calif.	1,202,113,109	27,215	80	75	+ 1	None.
75	Knutson Mortgage & Financial Corp., Minneapolis	1,201,111,000	30,555	94	67		A subsidiary of Knutson Cos., Inc., Minneapolis.
76	American Mortgage Co., Houston	1,197,184,273	31,895	218	82	+ 6	None.
77	Western Mortgage Loan Corp., Ogden	1,160,769,121	22,739	40	71		A subsidiary of WML Holding Corp., Ogden.
78	American General Mortgage Corp., Houston	1,143,244,995	17,726	37	81	+ 3	A subsidiary of American General Corp., Houston.
79	Abacus Real Estate Finance Co., Chicago	1,142,668,784	1,111	49	73		A subsidiary of Walter E. Heller & Co., Chicago, which also owns American National Bank & Trust Co.
80	First Atlanta Mortgage Corp.	1,132,588,000	36,472	86	107	+27	A subsidiary of First Atlanta Corp., a multibank holding company.
81	Housing Investment Corp., Hato Rey, P.R.	1,122,475,569	53,621	122	66		A subsidiary of Chase Manhattan Bank NA, New York. Effective 2/1/83 the company was merged into the bank. The bank is a subsidiary of Chase Manhattan Corp., which owns chase Home Mortgage Corp., Montvale, N.J. The latter was servicing $1.6 billion for others at yearend.
82	Plaza Mortgage Co., Los Angeles	1,122,085,534	22,914	39	110	+28	A subsidiary of California Federal S&L Assn., Los Angeles.
83	National Mortgage Co., Memphis, Tenn.	1,111,280,788	54,037	110	79		None.
84	Dorman & Wilson, Inc., White Plains, N.Y.	1,108,206,000	1,638	14	99	+15	A subsidiary of European American Bancorp., New York, holding company for European American Bank & Trust Co.
85	Ryan Financial Services, Pittsburgh	1,097,510,154	24,194	69	88	+ 3	A subsidiary of Ryan Homes, Inc., Pittsburgh.
86	United Virginia Mortgage Corp., Richmond	1,097,298,000	29,930	164	80		A subsidiary of United Virginia Bank, Richmond.
87	Mortgage Investment Co., El Paso, Tex.	1,091,960,070	34,980	112	95	+ 8	None.
88	Murray Investment Co., Dallas	1,088,744,353	25,584	168	90	+ 2	A subsidiary of Murray Financial Corp., Dallas.
89	Carruth Mortgage Corp., Metairie, La.	1,060,651,575	27,763	48	91	+ 2	A subsidiary of Mellon National Mortgage Corp., Pittsburgh, which is a subsidiary of Mellon National Corp., holding company for Mellon Bank NA. MNMC also owns Mellon Mortgage Inc.-East, Cleveland, which had $987 million in servicing for others at yearend, and Mellon Mortgage Inc.-West, Denver, which had $372 million in servicing at yearend. (Also, see number 29 above.)
90	Nowlin Mortgage Co., Fort Worth, Tex.	1,042,242,497	21,500	210	105	+15	A subsidiary of Nowlin Savings Assn., Ft. Worth.
91	Freedom Mortgage Co., Tampa, Fla.	1,036,545,614	27,888	36	85		A subsidiary of Freedom Federal S&L Assn., Tampa.
92	Mellon Mortgage Inc.-East, Cleveland	986,505,101	23,409	79	94	+ 2	A subsidiary of Mellon National Mortgage Corp., Pittsburgh. For more details see 89th-ranked Carruth Mortgage Corp., Metairie, La., listed above.
93	Colonial Mortgage Co., Montgomery, Ala.	982,222,577	34,043	44	77		None.
94	Fidelity Bond & Mortgage Co., Philadelphia	975,903,079	24,380	100	83		A subsidiary of Fidelity Bank, Philadelphia.
95	ARCS Mortgage, Inc., Canoga Park, Calif.	973,569,619	19,740	57	100	+ 5	A subsidiary of Bank of New York Co., Inc., a multibank holding Company.
96	Kentucky Mortgage Co., Inc., Lexington	970,313,400	34,153	86	87		Kentucky Mortgage is a division of Eagle Mortgage and Investment Co. and a subsidiary of Eagle Savings Assn., Cincinnati.
97	Dominion Bankshares Mortgage Corp., Fairfax, Va.	949,100,000	28,100	76	...		A subsidiary of Dominion Bankshares Corp., Roanoke, Va., a multibank holding company.
98	ICM Mortgage Corp., Denver	945,069,000	15,334	14	92		A subsidiary of Pulte Home Corp., West Bloomfield, Mich.
99	HIBERNIA BANK, SAN FRANCISCO	924,036,491	22,520	45	98		A subsidiary of Hibernia Bancshares Corp., San Francisco.
100	North Central Financial Corp., Dayton, Ohio	919,000,000	36,900	32	166	+66	A subsidiary of Third National Bank & Trust Co., Dayton.

(a)—Figures include only mortgages serviced for others. In the case of banks, they exclude servicing for the bank's trust accounts and servicing by bank's subsidiary mortgage companies with their own legal identity. GNMA pools have been excluded from the "number of investors" count. However, GNMA pools are included in the servicing volume figures. r—Bank based on revised data.

Services . . .

Continued from page 1

payments in accordance with the terms of the loan and the operational procedures covering accounting, bookkeeping, insurance, tax records, loan payment followup, deliquency loan followup, and loan analysis.

The American Banker tabulation includes servicing performed by commercial banks; independent mortgage companies; mortgage companies that are subsidiaries of other firms, including banks and bank holding companies; and holding companies whose major holdings are in mortgage companies.

To prevent double counting, mortgage company subsidiaries of holding companies are excluded from the listing.

The Trend Is Up

The American Banker began publishing the top 100 mortgage servicers in 1969. After rising to a 47.6% share in 1976, the percentage of the market held by banks and bank-owned companies steadily declined, reaching 43.2% in 1979.

However, over the last three years, banks have increased their share. (The table that accompanies this article breaks down the servicing of the top 100 companies from 1972 to 1982 and shows the banks' share for each year.)

The main reason for the increase in the banks' share has been the high interest rates over the last three years. These rates have attracted investors, including banks.

Acquisitions by banks of mortgage companies or their servicing portfolios have risen sharply. For example, over the 12 months ending June 30, 1982, bank acquisitions of mortgage companies were up 69%.

In the most recent acquisition, Mellon National Corp. of Pittsburgh on April 4 acquired Mortgage & Trust Inc. of Houston, which ranked 29th at yearend with $2.7 billion in servicing. Had the merger taken place at yearend, it would have increased the banks' share of the market to 49.2%.

Lomas & Nettleton Still Is First

Lomas & Nettleton Financial Corp., a Dallas holding company whose major holdings are mortgage companies, remained in first place. At yearend, it had a servicing portfolio of $17.4 billion, up 47.5% from $11.8 billion a year earlier. On July 11, 1982, the company acquired the nation's seventh largest mortgage company, Advance Mortgage Corp. of Southfield, Mich., and its $4.7 billion servicing portfolio. This was the largest portfolio purchase last year.

Weyerhaeuser Mortgage Co. of Los Angeles, with $7.7 billion, again was ranked second. This was about the same servicing level as last year. Banco Mortgage Co. of Minneapolis remained in third place with $7.3 billion, up 32.7% from $5.5 billion a year earlier.

Manufacturers Hanover Mortgage Corp. of Farmington Hills, Mich., remained in fourth place with $6.8 billion in servicing, compared with $5.4 billion a year earlier.

Fleet Mortgage Corp. of Milwaukee, formerly known as Mortgage Associates Inc., moved up to fifth place with $6.3 billion in servicing, an increase of 65.8% from $3.8 billion a year earlier, when it ranked ninth.

There were three additions to the 10 largest: Seventh-ranked Kissell Co. of Springfield, Ohio; eighth-ranked First Interstate Mortgage Co. of Los Angeles; and 10th-ranked Commonwealth Mortgage Corp. of Houston.

Kissell, which ranked 14th at yearend 1981 with $3.7 billion in servicing, increased its portfolio by 37.8% to $5.1 billion.

First Interstate is a newly formed mortgage company subsidiary of First Interstate Bancorp. of Los Angeles. Before August 1982, First Interstate Mortgage Co. was a division of First Interstate Bank of California, Los Angeles, and the bank ranked 18th among the top 100 servicers in 1981 with $3.3 billion in servicing.

Commonwealth Mortgage moved up to 10th place by acquiring Sam Houston Mortgage Corp., First Continental Mortgage Co., and First Mortgage Co. of Texas Inc., all of Houston, and United Financial Mortgage Corp. of Irving, Tex.

Other Survey Findings

- Mergers accounted for approximately $13.7 billion, or 33.8%, of the $40.5 billion gain in servicing by the top 100.

In 1981, mergers accounted for $9.9 billion, or 36%, of the $27.6 billion servicing increase that year. In 1980, mergers accounted for $4 billion, or 16%, of the gains.

- One major merger is pending. T&N Holding Co. Inc. of Monroe, La., the parent of T&N Mortgage Co., has arranged to purchase approximately 45% of the outstanding shares of 66th-ranked First Fidelity Mortgage Co., also of Monroe, from First Fidelity's parent, Palomar Financial Corp. Following the 45% acquisition, T&N also has agreed to offer to purchase remaining shares within one year.
- Among the 100 largest servicers, 38 improved in rank from the previous year. North Central Financial Corp. of Dayton, Ohio, a subsidiary of Third National Bank & Trust Co., Dayton, had the largest increase in rank, moving up 66 places to 100th. Its servicing volume increased from $340 million in 1981 to $919 million. It acquired portions of the servicing portfolios of several companies. Acquisitions accounted for $445 million of the gain.

Citicorp Homeowners Service Inc. of St. Louis had the second largest gain in rank, advancing 33 places to 31st. Its servicing rose to $2.4 billion from $1.2 billion at yearend 1981. The bulk of the gain resulted from purchase of the $700 million portfolio of F&M Marquette Natonal Bank of Minneapolis.

Plaza Mortgage Co. of Los Angeles moved up 28 places to 82d, and First Atlanta Corp. jumped 27 places to 80th. It acquired approximately $400 million of the servicing portfolio of Molton, Allen & Williams of Birmingham, Ala. ■

Mortgage Servicing By Banks and Bank-Related Mortgage Companies Ranked Among the Top 100 Servicers in the Nation (a): 1972-1978

(Dollar Amounts in Billions)

Yearend	Servicing for Others By Top 100 Firms	By Banks In Top 100 (b)	By Bank-Related Mortgage Companies (b)	Total Bank-Related (b)	% of Total Serv
1972	65.3	4.9 (7)	22.8 (33)	27.7 (40)	42.4
1973	71.4	3.9 (5)	26.4 (37)	30.0 (42)	42.4
1974	79.3	4.5 (5)	32.4 (42)	36.9 (47)	46.5
1975	85.8	5.0 (5)	34.4 (38)	39.4 (43)	45.9
1976	95.6	5.6 (6)	40.0 (41)	45.6 (47)	47.7
1977	105.3	4.8 (5)	43.2 (39)	48.0 (44)	45.6
1978	123.7	6.0 (5)	47.6 (35)	53.6 (40)	43.3
1979	150.1	7.3 (5)	57.6 (38)	64.9 (43)	43.2
1980	175.0	8.3 (5)	68.3 (39)	76.6 (44)	43.8
1981	204.6	6.6 (4)	85.5 (40)	92.1 (44)	45.0
1982	243.1	3.2 (2)	113.7 (44)	116.9 (46)	48.1

(a) Based on yearend mortgage servicing for others by mortgage companies and commercial banks.
(b) Number of banks and mortgage companies shown in parentheses.

To Our Readers

American Banker would appreciate your comments on the mortgage servicers statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ Date_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ Title_____

Company_____ Phone_____

Address_____

Minn. ATM Pact Reached

Special to the American Banker

MINNEAPOLIS — Operators of the three largest automated teller machine networks in Minnesota have agreed to share usage of their teller machines.

Northwestern National Bank of Minneapolis has signed an agreement with Twin City Federal Savings & Loan Association to allow customers of each to use the other firm's ATMs. And First Bank System has concluded a similar but not identical arrangement with Twin City Federal.

The First Bank arrangement limits sharing to teller machines not located at banking offices.

Northwestern's agreement opens up its more than 200 "instant-cash" machines in Minnesota and four other states to Twin City's 306,000 ATM customers. Presently, about 325,000 depositors at banks owned by Northwest Bancorp. and at about 40 other financial institutions hold cards that will give them access to the instant-cash machines.

Customers of each institution will be limited to cash-withdrawal transactions when using machines located at one of the other's offices.

There is no corresponding arrangement between First Bank System and Northwestern Bank. Customers of outside institutions that share in Northwestern's network will have access to Twin City's machines, but that will not be true of outside participants in either Twin City's or First Bank System's networks.

Both Northwest Bancorp. and First Bank System are involved in setting up nationwide networks of automated teller machines. The local sharing agreements do not apply to those nationwide networks. ■

Regional Bank . . .

Continued from page 2

year to date as well, rising 27.6% since Jan. 1, compared with a 28% rise in money-center stocks.

Frank J. Barkocy, a vice president at Merrill Lynch, Pierce, Fenner & Smith Inc., cited the Southeast as as area in which bank stocks are rising strongly.

A consumer-led recovery in Southeastern states, roughly defined as those states between Virginia to Florida, is boosting the performance of local retail-oriented banks, says Mr. Barkocy. He singled out Barnett Banks of Florida, Jacksonville; Sun Banks, Orlando; and Trust Co. of Georgia, Atlanta, as three of the area's best performers.

Two other bank stocks that he believes to be undervalued now are First Union Corp., Charlotte, N.C., and First & Merchants Corp., Richmond, Va. ■

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American Banker

The Only Daily Banking Newspaper

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Citibank Says Teller Policy Was a Mistake

By LAURA GROSS

NEW YORK — Citibank officials say they made a mistake.

In an effort to increase usage of its automated teller machines, the giant New York bank two years ago quietly began a policy of denying human tellers to customers with balances under $5,000 at some branches.

Citicorp Moves Travel Unit to Chicago, Page 3

During the past two years, that policy was adopted by 39 of Citibank's 280 branches, those which have undergone a major physical reconfiguration. The policy remained unnoticed by the general public until March, when one of the bank's largest Manhattan branches put tellers off limits to customers with balances below $5,000.

Now, as a result of stinging criticism from metropolitan area and national media and a review of customer attitudes, Citibank has changed the policy to restore every customer's ability to choose between humans and machines in conducting a routine banking business.

Although they claim they have lost no customers — and, in fact, have gained business — one Citibank executive disclosed that the issue has acted as a "lightning rod for other complaints about Citibank service delivery."

A recent survey of customers showed a majority were unaware of the $5,000 policy, according to Richard S. Braddock, executive vice president. And even those who were aware of it were only "relatively," not "violently" negative on the subject, he reports. Mr. Braddock made his comments in an interview.

But customers were upset about losing their freedom of choice, not that they would have to change their

➳ Citibank: Page 31

Amexco To Acquire Ayco Corp.

Firm Counsels Wealthy Executives

By SCOTT McMURRAY

NEW YORK — American Express Co. has reached an agreement in principle to acquire Ayco Corp., a leading privately owned personal financial counseling firm.

Ayco is based in Albany, N.Y., and has eight regional offices. The firm will be retained as a separate subsidiary of American Express and will remain under the direction of present management, led by William Aydelotte, chairman, and James E. Conway, president and chief executive officer. The purchase price was not disclosed.

The company primarily provides financial counseling to corporate executives as part of their compensation packages. It lists among its clients executives from 100 of the top 500 corporations in the U.S., including American Express. Other clients include American Telephone & Telegraph Co., Coca-Cola Co., and Westinghouse Electric Corp.

With this purchase American Express will have once again outdistanced many banks in the race to offer financial services to the lucrative upscale market. Ayco charges from an average of under $10,000 to as high as several times that amount per executive counseled. The fee varies depending on the complexity of the executive's compensation package.

Thomas Lynch, senior vice president and general counsel for Ayco, said the

➳ Amexco: Page 27

Bank Execs' Earnings Up

10.6% Rise at Top 50 Companies

By KENNETH J. HICKS

NEW YORK — As the rate of increase in bank earnings continues to slow, the rate of total compensation for the top two executives of banking organizations has followed suit. This, of course, has been in a period when the rate of inflation has been declining.

The slowing of the rate of increase in executive compensation did not prevent a rise in the number of institutions paying these two executives a total of $1 million or more annually in 1982. And several bank holding companies raised their officers' pay even though earnings were down.

These are among the findings of the American Banker's annual survey of executive remuneration for the two highest paid officers of the top 50 banking organizations.

In 1982, executive pay at these top 50 organizations rose to $46,614,532 from $42,150,862 in 1981, an increase of 10.6%. In 1981, compensation rose 12.4%. It was up 16.9% in 1980, and 27.1% in 1979.

➳ Remuneration: Page 24

S&L Reports Are Delayed

By RICHARD RINGER

CHICAGO — The Federal Home Loan Bank Board has delayed indefinitely the publication of its latest semiannual reports on the financial status of individual savings and loan associations.

The delay is due to the Bank Board's intention of wanting the reports to reflect improved net-worth figures for some financially strapped savings and loans.

Under the Depository Institutions Act of 1982, savings and loans are allowed to apply for promissory notes issued by the Federal Savings and Loan Insurance Corp. Those notes can be counted as assets and thus help boost the net worth of an association.

A number of savings and loans bought the net-worth certificates last year. Now the Bank Board wants the financial reports of those institutions for the six months ending Dec. 31 to reflect their higher net worth.

However, it is uncertain whether the reports will specify if an association's net worth includes net worth certificates purchased from the FSLIC.

Bank Board officials in Washington were not available for comment. Spokesmen at several district offices, nonetheless, offered the explanation for the delay in publication of the reports.

The reports on the financial condition of savings and

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The Highest Paid Bankers

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International Briefing

Citicorp has notified the Federal Reserve that it plans an export trading company.....2

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SSI REPORTS:

PEP Users Stay Ahead In ACH

Saddlebrook, Fla.—The 1983 PEP User Group meeting was held here May 1-4 with 137 representatives of 71 financial institutions attending. During the 2½ days of general meetings, PEP workshops and ACH panel discussions, bankers and ACH directors engaged in a lively exchange of views on CTP Processing; which was included in release 12 at No Additional Charge.

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NOTE

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Cover 1, p.19, 21-24, 26.

American Banker

ranks the Highest Paid Bankers

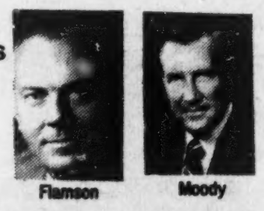
AT A GLANCE: Who's tops?

1. Walter B. Wriston	$1,156,650
2. Lewis T. Preston	755,924
3. John F. McGillicuddy	863,409
4. Gordon T. Wallis	665,480
Joseph A. Rice	856,288
5. Donald C. Platten	549,170
William V. Shipley	767,500
Noborne Berlind	571,000
Harry Taylor	789,769
Robert V. Lindsay	505,523

Largest Banking Organizations in Executive Remuneration

Ranked by Compensation of Two Highest Paid Officers(a)

Compensation Rank 1982	Compensation Rank 1981	Name of Banking Organization Name of the Lead Bank Asset Size of Company and Rank on 12/31/82 Earnings of Company, % Change in Earnings and Rank for 1982	Name, Age, and Capacity for which remunerated for each of the two highest paid executives; Total Compensation Paid to Two Highest Paid Executives of the Company (b,c)	—Total Remuneration— 1982	1981	Percentage Change
12	13	Security Pacific Corp., Los Angeles (O) Security Pacific National Bank, Los Angeles $36,991,034,000 (10) $234,132,000 (+13%) (7)	R. J. Flamson, III, 53, Ch & CEO of HC	655,800rt	619,900rt	+5.8
			G. F. Moody, 52, Pr & COO of HC	472,700rt	432,600	+9.3
				1,128,500rt	1,052,500rt	+7.2
13	6	Chase Manhattan Corp, New York (M) Chase Manhattan Bank NA, New York $80,862,903,000 (3) $332,495,000 (—25.9%) (4)	Willard C. Butcher, 57, Ch of Chase Manhattan Bank NA	636,139r	669,250r	—4.9
			Thomas G. Labrecque, 44, Pr. of bank	485,409r	497,062r	—2.3
				1,121,548r	1,166,312r	—3.8
14	7	First City Bancorp. of Texas, Inc., Houston (O) First City National Bank, Houston $16,567,101,000 (23) $132,887,000 (—0.2%) (16)	J. A. Elkins, Jr., 64, Ch of HC and CEx of First City National Bank	594,192	610,172	—2.6
			Nat S. Rogers, 63, Pr of HC and Ch of bank	502,892	546,736	—8.0
				1,097,084	1,156,908	—5.2
15	12	Bank of New York Co., Inc. (M) Bank of New York $12,723,562,000 (24) $74,332,263 (+28.1%) (29)	Elliott Averett, 63, Ch & CEO of HC and Bank of New York (died 1/12/82)	.....	605,190	...
			J. Carter Bacot, 50, Ch, Pr, & CEO of HC and Ch & CEO of bank	675,697	462,653	+46.0
			Peter Herrick, 56, Pr & CEO of bank	412,593	.....	...
				1,088,290	1,067,843	+1.9
16	9	First Chicago Corp. (O) First National Bank, Chicago $35,876,372,000 (11) $144,019,000 (+17.9%) (13)	Barry F. Sullivan, 52, Ch of HC and First National Bank	644,302	700,178	—8.0
			Richard L. Thomas, 52, Pr of HC and bank	421,176	413,424	+1.9
				1,065,478	1,113,602	—4.3
17	21	Wells Fargo & Co., San Francisco (O) Wells Fargo Bank NA, San Francisco $24,814,047,000 (13) $141,760,000 (+12.6%) (15)	Richard P. Cooley, 59, Ch & CEO of HC (retired 12/31/82)	592,943t	476,318	+24.5
			Carl E. Reichardt, 51, Pr & COO of HC (Ch since 1/1/83)	427,607	339,862t	+25.8
				1,020,550t	816,180t	+25.0
18	17	Bank of Boston Corp. (M) First National Bank, Boston $18,267,397,000 (18) $129,141,000 (+9.2%) (17)	Richard D. Hill, 63, Ch of HC and First National Bank	557,458r	499,165u	+11.7
			William L. Brown, 60, Pr of HC and bank	460,767r	408,739u	+12.7
				1,018,225r	907,904u	+12.2
19	37	Mellon National Corp., Pittsburgh (O) Mellon Bank NA, Pittsburgh $20,294,405,000 (15) $142,700,000 (+13.3%) (14)	J. David Barnes, 53, Ch & CEO of HC and Mellon Bank NA	598,435	370,000grt	+61.7
			George T. Farrell, 51, Pr of HC and bank	419,712t	285,000grt	+47.3
				1,018,147t	655,000grt	+55.4
20	19	First Interstate Bancorp., Los Angeles (M) First Interstate Bank of California, Los Angeles $40,884,295,988 (8) $228,415,341 (—7.3%) (9)	J.J. Pinola, 57, Ch & CEO of HC	586,774rt	499,137rt	+17.6
			Norman Barker, Jr., 60, VC of HC	371,399	395,732rt	—6.1
				958,173rt	894,869rt	+7.1
21	2	Continental Illinois Corp, Chicago (M) Continental Illinois NB & T Co., Chicago $42,899,424,000 (7) $84,376,000 (—67.6%) (23)	Roger E. Anderson, 61, Ch & CEO of HC and Continental Illinois National B&T Co.	510,164	751,300urt	—32.1
			John H. Perkins, 61, Pr of HC and bank	445,987	609,100urt	—26.8
				956,151	1,360,400urt	—29.7
22	15	Republic New York Corp. (O) Republic National Bank, New York $9,280,172,000 (29) $75,198,000 (+2.0%) (28)	Walter H. Weiner, 52, Pr of HC and Republic National Bank	554,205s	595,677n	—7.0
			Joshua S. Yedid, 57, EVP of bank	401,535s	414,610	—3.2
				955,740s	1,010,287n	—5.4
23	41	NBD Bancorp., Inc., Detroit (M) National Bank of Detroit $12,406,937,000 (25) $77,407,000 (+12.0%) (26)	Robert M. Surdam, 65, Ch of National Bank of Detroit (until 10/31/82)	478,186x	368,845	+29.6
			Charles T. Fisher, III, Ch & Pr of bank (since 11/1/82)	431,344x	261,359	+65.0
				909,530x	630,204	+44.3


Flamson

Moody

Butcher

Labrecque

Elkins

Rogers

Bacot

Herrick

Sullivan

Thomas

Cooley

Reichardt

Hill

Brown

Pinola

Barker

Anderson

Perkins

Surdam

Fisher

(a)—Total remuneration, whether current or deferred, paid or credited for services during the year to the two highest paid officers of the organization. Excludes pension plan or retirement plan payments or accruals, stock options exercised, contingent bonus payments based on the company's performance for a period greater than one year, and stock appreciation rights. (b)—The titles shown are those for which the officer received compensation, excluding directorships. The titles shown are for the latest year officer is shown in the table. For title abbreviations see footnote (c) below. For a definition of remuneration, see footnote (a) above. (c)—Abbreviations: CAO—Chief Accounting Officer; CEO—Chief Executive Officer; CEx—Chairman of the Executive Committee; Ch—Chairman of the Board; CM—Chairman of Management Committee; COO—Chief Operating Officer; DCB—Deputy Chairman of the Board; EVP—Executive Vice President; HC—Holding Company; Pr—President; Sec—Secretary; SrC—Senior Chairman; SrVC—Senior Vice Chairman of Board; SVP—Senior Vice President; Tr—Treasurer; VC—Vice Chairman; and VP—Vice President. (g)—Includes latest salary during the year, at annual rate, of officer hired or promoted in year. (h)—Also received bonus in stock. (j)—Received bonus in stock and granted stock options. (M)—A multibank holding company. (n)—Also credited with contingent deferred compensation. (O)—A one-bank holding company. (p)—Includes salary at annual rate of officer who left firm, retired or died during year. (q)—Includes salary at annual rate of officer who retired and one who was hired during the year. (r)—Also granted stock options. R—Revised (s)—Includes amounts earned on deferred compensation attributable to prior years' performance, as reported in the corporation's proxy. (t)—stock options exercised but not included in remuneration totals. (u)—Includes incentive award for the prior year, because current year's award figure was not available. (v)—Incentive income not available. (x)—Includes cash value of award in stock. (y)—Also recieved dividends on restricted stock shares, which are not included. N.A.—Not available. *—The 1981 ranking was for Pittsburgh National Corp. In Jan. 1983, Pittsburgh National and Provident National Corp., Philadelphia, merged to form PNC Financial Corp. The assets, earnings, and respective rankings shown, are based on pro forma figures for 1982.

Largest Banking Organizations in Executive Remuneration

Ranked by Compensation of Two Highest Paid Officers(a)

Compensation Rank 1982	Compensation Rank 1981	Name of Banking Organization / Name of the Lead Bank / Asset Size of Company and Rank on 12/31/82 / Earnings of Company, % Change in Earnings and Rank for 1982	Name, Age, and Capacity for which remunerated for each of the two highest paid executives; Total Compensation Paid to Two Highest Paid Executives of the Company (b,c)	—Total Remuneration— 1982	1981	Percentage Change
24	27	NCNB Corp., Charlotte, N.C. (M) NCNB National Bank of N.C., Charlotte $11,559,531,000 (26) $77,002,000 (+29.2%) (27)	Storrs McColl Thomas I. Storrs, 64, Ch of HC, NCNB National Bank, Charlotte, and NCNB National Bank, Boca Raton, Fla. Hugh L. McColl, Jr. 47, Pr of HC, lead bank, and NCNB National Bank, Fla.	**553,543**rt **346,260**r **899,803**rt	450,841rt 303,643rt 754,484rt	+22.8 +14.0 +19.3
25	70	Southeast Banking Corp., Miami (O) Southeast Bank NA, Miami $7,274,000,000 (34) $52,629,000 (+6.7%) (38)	Charles J. Zwick, 56, Ch & CEO of HC Alexander McWolfe, Jr., 56, Pr & COO of HC	**523,396**rx **372,546**rx **895,942**rx	264,617t 207,532t 472,149t	+97.8 +79.5 +89.8
26	14	Marine Midland Banks, Inc., Buffalo, N.Y. (O) Marine Midland Bank NA, Buffalo $20,238,764,000 (16) $88,384,000 (+1.3) (21)	Duffy Petty Edward W. Duffy, 56, Ch of Marine Midland Bank NA John R. Petty, 52, Pr of bank	**478,059**r **408,036** **886,095**r	571,514 466,562 1,038,076	—16.4 —12.5 —14.6
27	28	Midlantic Banks, Inc., Edison, N.J. (M) Midlantic National Bank, Newark $4,338,734,000 (73) $39,128,000 (+18.1%) (56)	Van Buren Stock Robert Van Buren, 57, Ch & CEO of HC & Midlantic National Bank George E. Stock, 61, Pr of HC and Midlantic National Bank/Citizens, Tenafly	**548,540**r **333,855**r **882,395**r	481,903 266,758 748,661	+13.8 +25.2 +17.9
28	20	Crocker National Corp., San Francisco (O) Crocker National Bank, San Francisco $24,938,759,000 (12) $71,060,000 (+14.2%) (31)	Wilcox Place Thomas R. Wilcox, 66, CEx of HC and Crocker National Bank John B.M. Place, 57, Ch of HC and bank	**505,369**x **372,501**rx **877,870**rx	493,705t 338,777rt 832,482rt	+2.4 +10.0 +5.5
29	25*	PNC Financial Corp., Pittsburgh (M) Pittsburgh National Bank $11,611,171,000 (*) $115,745,000 (+8.2%) (*)	Gilliland Milsom Merle E. Gilliland, 61, Ch & CEO of HC and Pittsburgh National Bank Robert C. Milsom, 58, VC of HC and Pr of bank	**512,200** **345,392** **857,592**	453,703 308,446 762,149	+12.9 +12.0 +12.5
30	35	Society Corp., Cleveland (M) Society National Bank, Cleveland $3,910,973,000 (78) $29,435,000 (+17.3%) (75)	Struchen Heffern Maurice Struchen, 61, Ch & CEO of HC Gordon E. Heffern, 59, Pr & COO of HC	**494,906**rt **289,465**rt **784,371**rt	374,444 281,159t 655,603t	+32.2 +3.0 +19.6
31	29	Northern Trust Corp., Chicago (M) Northern Trust Co., Chicago $6,252,733,000 (45) $33,618,000 (—11.8%) (63)	Sweet Barrow Philip W.K. Sweet, Jr., 55, Ch of HC and Northern Trust Co. Charles H. Barrow, 52, Pr of HC and bank	**452,193**rx **320,660**rx **772,853**rx	434,239 306,518g 740,757g	+4.1 +4.6 +4.3
32	32	Banc One Corp., Columbus, Ohio (M) Bank One of Columbus NA $5,028,928,000 (62) 62,146,000 (+59.2%) (34)	McCoy Havens John G. McCoy, 70, VC of HC John F. Havens, 54, Ch of HC Robert H. Potts, 57, Ch of HC and Bank One of Columbus NA	**445,594** **318,025** **763,619**	386,635 ..... 279,620 666,255	+15.2 ... ... +14.6
33	48	Union Bancorp., Los Angeles (O) Union Bank, Los Angeles $7,689,789,000 (31) $30,981,000 (+5.5%) (71)	Harrigan Heidt John F. Harrigan, 57, Ch of Union Bank John M. Heidt, 51, Pr of bank	**483,180** **276,060** **759,240**	322,968 232,683 555,651	+49.6 +18.6 +36.6
34	45	Norstar Bancorp Inc., Albany, N.Y. (M) State Bank of Albany $3,652,951,000 (85) $43,740,000 (+42.7%) (46)	Kiernan Odell Peter D. Kiernan, 59, Ch, Pr, & CEO of HC Frank H. Odell, 60, VC of HC & Pr of State Bank of Albany	**411,904** **323,520** **735,424**	338,410 247,792 586,202	+21.7 +30.6 +25.5

(a)—Total remuneration, whether current or deferred, paid or credited for services during the year to the two highest paid officers of the organization. Excludes pension plan or retirement plan payments or accruals, stock options exercised, contingent bonus payments based on the company's performance for a period greater than one year, and stock appreciation rights. (b)—The titles shown are those for which the officer received compensation, excluding directorships. The titles shown are for the latest year officer is shown in the table. For title abbreviations see footnote (c) below. For a definition of remuneration, see footnote (a) above. (c)—Abbreviations: CAO—Chief Accounting Officer; CEO—Chief Executive Officer; CEx—Chairman of the Executive Committee; Ch—Chairman of the Board; CM—Chairman of Management Committee; COO—Chief Operating Officer; DCB—Deputy Chairman of the Board; EVP—Executive Vice President; HC—Holding Company; Pr—President; Sec —Secretary; SrC—Senior Chairman; SrVC—Senior Vice Chairman of Board; SVP—Senior Vice President; Tr—Treasurer; VC—Vice Chairman; and VP—Vice President. (g)—Includes latest salary during the year, at annual rate, of officer hired or promoted in year. (h)—Also received bonus in stock. (j)—Received bonus in stock and granted stock options. (M)—A multibank holding company. (n)—Also credited with contingent deferred compensation. (O)—A one-bank holding company. (p)—Includes salary at annual rate of officer who left firm, retired or died during year. (q)—Includes salary at annual rate of officer who retired and one who was hired during the year. (r)—Also granted stock options. R—Revised (s)—Includes amounts earned on deferred compensation attributable to prior years' performance, as reported in the corporation's proxy. (t)—stock options exercised but not included in remuneration totals. (u)—Includes incentive award for the prior year, because current year's award figure was not available. (v)—Incentive income not available. (x)—Includes cash value of award in stock. (y)—Also recieved dividends on restricted stock shares, which are not included. N.A.—Not available. *—The 1981 ranking was for Pittsburgh National Corp. In Jan. 1983, Pittsburgh National and Provident National Corp., Philadelphia, merged to form PNC Financial Corp. The assets, earnings, and respective rankings shown, are based on pro forma figures for 1982.

Largest Banking Organizations in Executive Remuneration

Ranked by Compensation of Two Highest Paid Officers(a)

Compensation Rank 1982	Compensation Rank 1981	Name of Banking Organization Name of the Lead Bank Asset Size of Company and Rank on 12/31/82 Earnings of Company, % Change in Earnings and Rank for 1982	Name, Age, and Capacity for which remunerated for each of the two highest paid executives; Total Compensation Paid to Two Highest Paid Executives of the Company (b,c)	——Total Remuneration—— 1982	1981	Percentage Change
35	84	CoreStates Financial Corp., Philadelphia (M) Philadelphia National Bank $6,301,254,000 (44) $60,537,000 (+52.7%) (35)	G. Morris Dorrance Jr., 60, Ch & CEO of HC and Philadelphia National Bank	**417,033r**	253,494	+64.5
			Frederick Heldring, 58, DC of HC and bank	**314,504r**	179,948	+74.8
				731,537r	433,442	+68.8
36	47	National City Corp., Cleveland (M) National City Bank, Cleveland $6,823,425,000 (40) $46,679,000 (+6.9%) (43)	Julien L. McCall, 62, Ch & CEO of HC	**408,800r**	310,200r	+31.8
			J. Robert Killpack, 60, Pr of HC	**310,200rt**	253,800r	+22.2
				719,000rt	564,000r	+27.5
37	65	Rainier Bancorp., Seattle (O) Rainier National Bank, Seattle $5,864,656,000 (49) $39,194,000 (—11.1%) (55)	G. Robert Truex, Jr., 58, Ch of HC and Rainer National Bank	**457,151ru**	306,254r	+49.3
			John D. Mangles, 56, VC of HC and Pr of bank	**259,336ru**	182,304rt	+42.3
				716,487ru	488,558rt	+46.7
38	33	First Atlanta Corp., (M) First National Bank, Atlanta $4,480,046,000 (72) $43,319,000 (+20.3%) (49)	Thomas R. Williams, 54, Ch & Pr of HC	**428,754r**	394,150rt	+8.8
			D. Raymond Riddle, 49, EVP of HC & Pr of First National Bank	**283,210r**	264,678rt	+7.0
				711,964r	658,828rt	+8.1
39	39	Southwest Bancshares, Inc., Houston (M) Bank of the Southwest NA, Houston $6,926,581,000 (38) $67,282,000 (+53.5%) (32)	John T Cater, 47, Ch & CEO of HC	**400,566r**	365,000rt	+9.7
			Charles E. McMahen, 43, Pr & COO of HC	**297,799r**	270,000rt	+10.3
				698,365r	635,000rt	+10.0
40	49	Harris Bankcorp., Inc., Chicago (M) Harris Trust & Savings Bank, Chicago $7,136,793,000 (36) $40,106,000 (+19.9%) (53)	Charles M. Bliss, 61, Ch & CEO of HC	**415,136**	338,600	+22.6
			B. Kenneth West, 49, Pr of HC	**275,767**	216,425	+27.4
				690,903	555,025	+24.5
41	42	First Bank System, Inc., Minneapolis (M) First National Bank, Minneapolis $16,899,365,000 (22) $115,890,000 (+8.2%) (18)	Donald R. Grangaard, 63, Ch of HC	.....	310,826t	..
			G.H. Dixon, 62, Pr & CEO of HC	**344,386r**	295,661t	+16.5
			DeWalt H. Ankeny, 50, VC of HC	**332,017r**	.....	...
				676,403r	606,487t	+11.5
42	31	Norwest Bancorporation, Minneapolis (M) Norwest Bank Minneapolis NA $17,584,679,000 (20) $114,133,000 (—8.8%) (19)	John W. Morrison, 61, Ch & CEO of HC	**346,044r**	329,200r	+5.1
			Chester C. Lind, 64, CEx of HC	**329,066**	351,100rt	—6.3
				675,110r	680,300rt	—0.8
43	78	Cullen/Frost Bankers, Inc., San Antonio, Tex. (M) Frost National Bank, San Antonio $3,013,111,000 (104) $26,722,000 (+22.5) (86)	T.C. Frost, 55, Ch & CEO of HC and SrC of Frost National Bank	**346,256**	243,419	+42.2
			C. Linden Sledge, 53, Ch & CEO of bank	**317,878**	207,042	+53.5
				664,134	450,461	+47.4
44	46	Mercantile Bancorporation, Inc., St. Louis (M) Mercantile Trust Co. NA, St. Louis $5,691,332,000 (53) $42,777,000 (+1.0%) (50)	Donald E. Lasater, 57, Ch of HC and Mercantile Trust Co. NA	**402,000**	360,195	+11.6
			Neal J. Farrell, 50, VC of HC and Pr of bank	**258,500**	222,952	+15.9
				660,500	583,147	+13.3
45	52	Lincoln First Banks, Inc., Rochester, N.Y. (O) Lincoln First Bank NA, Rochester $3,891,904,000 (79) $28,226,000 (+39.8%) (81)	Alexander D. Hargrave, 63, Ch & CEO of HC and Lincoln First Bank NA	**389,122r**	318,522	+22.2
			William Balderston III, 55, Pr & COO of HC and bank	**263,673r**	215,238	+22.5
				652,795r	533,760	+22.3
46	36	First Union Corp., Charlotte, N.C. (O) First Union National Bank, Charlotte $6,167,985,000 (46) $50,035,000 (+19.6%) (42)	C.C. Cameron, 63, Ch & Pr of HC	**372,186t**	380,000	—2.1
			Edward E. Crutchfield, Jr., 41, Pr & CEO of First Union National Bank	**277,913**	275,000	+1.1
				650,099t	655,000	—0.7
47	64	Comerica, Inc., Detroit (M) Comerica Bank-Detroit $7,378,332,000 (33) $42,138,000 (+17.0%) (52)	Donald R. Mandich, 57, Ch & CEO of HC	**386,198**	295,000	+30.9
			Eugene A. Miller, 45, Pr & CAO of HC	**253,960**	195,000	+30.2
				640,158	490,000	+30.6
48	80	CBT Corporation, Hartford, Conn. (O) Connecticut Bank & Trust Co., Hartford $5,069,859,000 (59) $31,916,000 (+17.2%) (67)	Walter J. Connolly, Jr., 54, Ch of HC	**338,111**	266,021t	+27.1
			Joseph F. Fahey, Jr., 57, Ch of Connecticut Bank & Trust Co.	**295,836**	.....	...
			Roger M. Keefe, 63, VC of HC	.....	178,748t	..
				633,947	444,769t	+42.5

Dorrance

Heldring

McCall

Killpack

Truex

Mangels

Williams

Riddle

Cater

McMahen

Bliss

West

Morrison

Lind

Frost

Sledge

Lasater

Farrell

Hargrave

Balderston

Cameron

Crutchfield

Mandich

Miller

Connolly

Fahey

(a)—Total remuneration, whether current or deferred, paid or credited for services during the year to the two highest paid officers of the organization. Excludes pension plan or retirement plan payments or accruals, stock options exercised, contingent bonus payments based on the company's performance for a period greater than one year, and stock appreciation rights. (b)—The titles shown are those for which the officer received compensation, excluding directorships. The titles shown are for the latest year officer is shown in the table. For title abbreviations see footnote (c) below. For a definition of remuneration, see footnote (a) above. (c)—Abbreviations: CAO—Chief Accounting Officer; CEO—Chief Executive Officer; CEx—Chairman of the Executive Committee; Ch—Chairman of the Board; CM—Chairman of Management Committee; COO—Chief Operating Officer; DCB—Deputy Chairman of the Board; EVP—Executive Vice President; HC—Holding Company; Pr—President; Sec—Secretary; SrC—Senior Chairman; SrVC—Senior Vice Chairman of Board; SVP—Senior Vice President; Tr—Treasurer; VC—Vice Chairman; and VP—Vice President. (g)—Includes latest salary during the year, at annual rate, of officer hired or promoted in year. (h)—Also received bonus in stock. (j)—Received bonus in stock and granted stock options. (M)—A multibank holding company. (n)—Also credited with contingent deferred compensation. (O)—A one-bank holding company. (p)—Includes salary at annual rate of officer who left firm, retired or died during year. (q)—Includes salary at annual rate of officer who retired and one who was hired during the year. (r)—Also granted stock options. R—Revised (s)—Includes amounts earned on deferred compensation attributable to prior years' performance, as reported in the corporation's proxy. (t)—stock options exercised but not included in remuneration totals. (u)—Includes incentive award for the prior year, because current year's award figure was not available. (v)—Incentive income not available. (x)—Includes cash value of award in stock. (y)—Also recieved dividends on restricted stock shares, which are not included. N.A.—Not available. *—The 1981 ranking was for Pittsburgh National Corp. In Jan. 1983, Pittsburgh National and Provident National Corp., Philadelphia, merged to form PNC Financial Corp. The assets, earnings, and respective rankings shown, are based on pro forma figures for 1982.

Largest Banking Organizations in Executive Remuneration

Ranked by Compensation of Two Highest Paid Officers(a)

Compensation Rank 1982	Compensation Rank 1981	Name of Banking Organization / Name of the Lead Bank / Asset Size of Company and Rank on 12/31/82 / Earnings of Company, % Change in Earnings and Rank for 1982	Name, Age, and Capacity for which remunerated for each of the two highest paid executives; Total Compensation Paid to Two Highest Paid Executives of the Company (b,c)	Total Remuneration 1982	Total Remuneration 1981	Percentage Change
49	44	Michigan National Corp., Bloomfield Hills (M) Michigan National Bank, Detroit $6,504,137,000 (43) $3,338,000 (—91.1%) (..)	Stanford C. Stoddard, 52, Pr of HC, Ch of Michigan National Bank, Lansing and Michigan National Bank, Detroit	323,683	307,990	+5.1
			Paul C. Souder, 62, SVP of HC and Ch of Michigan Bank-Huron, Michigan National Bank-Michiana, Michigan Bank-Mid-South, Michigan National Bank-Valley, Michigan National Bank-West and VC Michigan National Bank, Lansing and Michigan National Bank-Mid Michigan	300,303	288,720	+4.0
				623,986	596,710	+4.6
50	43	First Hawaiian, Inc., Honolulu (O) First Hawaiian Bank, Honolulu $2,384,029,000 (130) $18,692,000 (+4.4%) (133)	John D. Bellinger, 59, Ch, CEO & Pr of HC, Ch & CEO of First Hawaiian Bank	418,823y	384,124	+9.0
			Hugh R. Pingree, 56, EVP of HC and bank	204,049y	218,047	—6.4
				622,872y	602,171	+3.4

Stoddard

Souder

Bellinger

Pingree

(a)—Total remuneration, whether current or deferred, paid or credited for services during the year to the two highest paid officers of the organization. Excludes pension plan or retirement plan payments or accruals, stock options exercised, contingent bonus payments based on the company's performance for a period greater than one year, and stock appreciation rights. (b)—The titles shown are those for which the officer received compensation, excluding directorships. The titles shown are for the latest year officer is shown in the table. For title abbreviations see footnote (c) below. For a definition of remuneration, see footnote (a) above. (c)—Abbreviations: CAO—Chief Accounting Officer; CEO—Chief Executive Officer; CEx—Chairman of the Executive Committee; Ch—Chairman of the Board; CM—Chairman of Management Committee; COO—Chief Operating Officer; DCB—Deputy Chairman of the Board; EVP—Executive Vice President; HC—Holding Company; Pr—President; Sec—Secretary; SrC—Senior Chairman; SrVC—Senior Vice Chairman of Board; SVP—Senior Vice President; Tr—Treasurer; VC—Vice Chairman; and VP—Vice President. (g)—Includes latest salary during the year, at annual rate, of officer hired or promoted in year. (h)—Also received bonus in stock. (j)—Received bonus in stock and granted stock options. (M)—A multibank holding company. (n)—Also credited with contingent deferred compensation. (O)—A one-bank holding company. (p)—Includes salary at annual rate of officer who left firm, retired or died during year. (q)—Includes salary at annual rate of officer who retired and one who was hired during the year. (r)—Also granted stock options. R—Revised (s)—Includes amounts earned on deferred compensation attributable to prior years' performance, as reported in the corporation's proxy. (t)—stock options exercised but not included in remuneration totals. (u)—Includes incentive award for the prior year, because current year's award figure was not available. (v)—Incentive income not available. (x)—Includes cash value of award in stock. (y)—Also recieved dividends on restricted stock shares, which are not included. N.A.—Not available. *—The 1981 ranking was for Pittsburgh National Corp. In Jan. 1983, Pittsburgh National and Provident National Corp., Philadelphia, merged to form PNC Financial Corp. The assets, earnings, and respective rankings shown, are based on pro forma figures for 1982.

Bank Execs' Earnings Up

Continued from page 1

During this period, bank earnings of the top 100 organizations were up 6.7% in 1982, compared with 9.5% in 1981, 11.2% in 1980, and 20.4% in 1979.

The inflation rate eased to 7.1% in 1982 from 10.4% in 1981. It was 13.5% in 1980, and 11.3% 1979.

Although three bank holding companies fell from the $1 million earnings group, seven others crossed that plateau, increasing the number to 19. This was a gain of four from the 1981 figure and more than double the eight organizations which made up that group in 1980.

Generally, executive remuneration can be gauged by a company's earnings and return on assets, but that relationship did not hold for 1982.

Ten holding companies in the survey showed an average decline in earnings of 25%, but remuneration increased 1.7%. Five of these companies increased the top executives' compensation. And among the more outstanding exceptions were Irving Bank Corp., New York, and Michigan National Corp., Bloomfield Hills.

At Irving, earnings for 1982 were down 15% and return on assets was off 10 points to 0.43 — 21 points below the $10 billion-plus in assets peer group average as determined by Cates Consulting Analysts of New York. However, compensation for Gordon T. Wallis, chairman and chief executive officer, was $767,500, a jump of 34.2% from the previous year. And the pay for Joseph A. Rice, president, was $571,000, up 33.5%.

Michigan National suffered through a year which saw earnings plummet 91.1% and return on assets drop 60 points to 0.05 — 75 points below its $5 billion-$10 billion-asset peer group average. Yet Stanford C. Stoddard, president, was paid $323,683, an increase of 5.1% from the previous year. And Paul C. Souder, senior vice president, made $300,303, a rise of 4.6% from 1981.

The 40 banking organizations in the survey which showed gains in earnings — posting an average rise of 21.3% — increased executive compensation 13.1%.

When compared with the compensation of chief executives across the business spectrum in this country, it seems the relationship between earnings and compensation has changed.

According to a survey conducted by Towers, Perrin, Forster & Crosby, New York, an international management consulting firm, in the case of companies in the top 100 industrials whose earnings increased, executive compensation rose 11.6%.

Of those which had a decline in profits — averaging 29% — compensation remained relatively unchanged. And it should be noted that the Business Week survey of executive compensation found similar results.

"The difficulty in achieving sales and profit goals in the face of an uncertain economy and changing business pattern have had a discernible effect on the executive pay package," said Gordon D. Wolf, Towers Perrin vice president, in a prepared statement. "However, the need to retain or recruit the most capable executives will temper the relationship between their pay levels and the company's financial results."

But sometimes the process seems to work in reverse. For example, InterFirst Corp., Dallas, despite a healthy 29.8% increase in earnings and a 1.17 return on assets — 53 points above the peer group average — paid its top man 5.0% less and its second in command 23.7% less in 1982 than in 1981.

Best Spots New York and Texas

New York or Texas seemed to be the best places for a bank executive to be. The top 10 banking organizations were all located in those two states, and executive pay jumped 21.4%. Of the top 25, nine are in New York, five are in Texas, four are in California, and two are in Illinois. Florida, Massachusetts, Michigan, North Carolina, and Pennsylvania each have one.

Four companies — Continental Illinois Corp., Chicago; Chase Manhattan Corp., New York; First City Bancorp. of Texas Inc., Houston; and First Chicago Corp. — fell from the top ten in this year's rankings, with declines of 29.7%, 3.8%, 5.2%, and 4.3%, respectively.

Taking their places were Irving; Mercantile Texas Corp., Dallas; Texas Commerce Bancshares Inc., Houston; and RepublicBank Corp., Dallas, with respective increases of 33.9%, 50%, 28.2%, and 43.9%.

Citicorp, New York, the top bank holding company in assets and earnings for 1982, retained its niche as number one in executive remuneration, paying Walter B. Wriston, chairman, $1,156,650, a whopping 48.4% more than in 1981. And William I. Spencer, president, received $755,924 in 1982, a 19.9% increase over the previous year.

Citicorp's earnings were up 34.6%, and return on assets stood at 0.61, three points below its peer group, but up 13 points from 1981.

As reported in an earlier American Banker survey, which appeared in the May 8 isssue of the paper, of the 10 highest paid bank executives, Mr. Wriston became the first banker to receive $1 million in compensation — making more in 1982 than both top executives of 42 of the institutions in the survey. In 1978, Citicorp became the first banking organization to pay its top two executives a total of $1 million.

J.P. Morgan & Co. Inc., New York

▸▸ Remuneration: Page 26

The statistical tabulation was prepared under the direction of L. Michael Cacace by Harvey Glassman, Theresia Gerber, Kenneth J. Hicks, and Franklin Smith.

To Our Readers

American Banker would appreciate your comments on the executive remuneration tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

_____

_____

2. What do you think is **best** about this tabulation?

_____

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3. What do you **like least** about this tabulation?

_____

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4. How would you **change** this tabulation to make it more useful?

_____

_____

5. Who else in your company, by title, would find this tabulation useful?

_____

_____

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

Bank Execs' Earnings Up

Continued from page 24

— second in earnings, with $441.7 million, an 18% increase — moved up two places to rank second. It raised the remuneration of its chairman, Lewis T. Preston, to $863,409. This was 15.7% higher than a year earlier. Morgan president Robert V. Lindsay received $665,480, a jump of 16.5% from 1981. Morgan's return on assets was 0.78, 14 points above the average and up 6 from 1981.

Manufacturers Hanover Corp. also rose two places to rank third. John F. McGillicuddy, chairman and chief executive officer, received $856,288, an increase of 15.1% from the earlier year. And Harry Taylor, president, and John R. Torrell 3d, executive vice president, each received $295,577, an 18.2% increase in remuneration from the previous year. Earnings at Manufacturers rose 15.5%, and return on assets was at 0.50, up four points from 1981.

Jumping 14 places to come in fourth, Irving Bank Corp., as mentioned above, raised the compensation of its top two men 33.9%, despite declines in earnings and return on assets.

Moving up from 10th to the fifth spot, Chemical New York Corp.'s 25% gain in earnings and .60 return on assets (a four-point increase) led to Donald C. Platten's 21.1% increase in compensation, to reach $789,769. Walter V. Shipley, who replaced Norborne Berkely Jr. as president, received $505,523 in compensation — 11.5% more than the former president.

Of the 50 organizations included in the survey, both top executives at Citicorp, J.P. Morgan, and Irving placed in the top 25 highest paid officers. Citicorp placed first and sixth, Morgan, second and 11th, and Irving, fifth and 23d.

Big Increases at Mercantile

Mercantile Texas Corp., Dallas, gained 16 places to rank sixth. Mercantile posted a 54.6% gain in earnings in 1982 and a return on assets of 1.16 — up two points, and 52 over the average. Its chairman and chief executive officer, Gene H. Bishop, received $701,180, an increase of 44.1% from 1981. And president Karl T. Butz was paid $505,180, a jump of 59.0%.

Since 1980, Mercantile has gained 38 places in the rankings, and remuneration has increased 118.7% in the period. Earnings have boomed 107.9%, and return on assets have increased 14 points.

Executive remuneration, as defined by the American Banker, includes the amounts credited to an officer — whether paid or deferred — for services rendered during the year. In the case of officers hired or promoted during the year, their current salary, on an annualized basis, is used.

Excluded from the remuneration figures are pension plan payments and accruals; contingent long-term incentive compensation based on the earnings performance of the company for a period greater than one year (usually three years); exercised stock options; appreciation rights granted in lieu of exercising stock options; and types of income whose precise value is unknown, such as stock options granted.

The listing of largest banking organizations and executive remuneration, starting on page 19, shows only the capacities for which an officer was paid, although he may hold other positions in the organization. Directorships are not shown.

Move Away from Stock Options

Despite a decline in remuneration over the past four years, in 1982 the banking industry was well ahead of the general business world. The 10.6% increase in compensation was almost double the 5.5% posted for businesses nationwide.

Though many businesses are finding that exercising stock options is a highly attractive form of compensation, in 1982 bank executives seemed to move away from it. Only eight bankers exercised stock options. Of the six for which data were available, the total value exercised was $1.3 million.

In 1981, 28 executives exercised stock options, and of the 14 with available data, the value of the exercised options was $3.8 million — nearly triple 1982's figure.

The largest totals exercised were both at Security Pacific Corp., Los Angeles. G.F. Moody, president and chief operating officer, exercised $491,500, and R.J. Flamson 3d, chairman and chief executive officer, $419,021.

In 1981, Thomas R. Wilcox, chairman of Crocker National Corp., San Francisco, and deputy chairman, John B.M. Place, exercised stock options totaling $1,910,900 and $498,970, respectively.

Telstat Indexes

Telstat Systems Inc. has compiled 11 indexes averaging the performance of bank collective investment funds from information furnished by the banks participating in the survey it conducts jointly with American Banker. The indexes are shown below for the quarter, 12 months, and five years ended March 31, 1983. "Emp Ben" denotes a fund for employee benefits accounts. "CTF" denotes a common trust fund. The 10th and 11th indexes are combined averages for both employee benefit funds and common trust funds. The Standard & Poor's 500 index performance assumes reinvestment of dividends to make it comparable with the fund indexes. The indexes are not weighted by size of fund.

		% Change for Latest: Qtr.	12 Months	5 Years	No. of Funds
1.	Emp Ben — General Equity	10.2	43.2	124.0	73
2.	Emp Ben — Fixed Income	3.0	29.1	59.0	73
3.	CTF — Fixed Income	3.2	30.8	53.3	59
4.	CTF — General Equity	10.0	45.5	130.0	83
5.	CTF — Balanced	6.6	37.6	93.5	16
6.	Short Term Fixed Income	2.3	13.0	81.7	18
7.	Special Equity	15.2	61.2	239.8	43
8.	Municipal Bonds	4.6	31.1	16.0	47
9.	Mortgage & Real Estate	3.1	24.0	58.8	5
10.	**General Equity**	**10.1**	**44.4**	**127.3**	**156**
11.	**Fixed Income**	**3.1**	**29.9**	**56.6**	**132**
	Standard & Poor's 500	10.0	44.2	124.0	
	Salomon Brothers Index	3.7	43.9	37.6	
	Lehman Kuhn Corporate Index	5.3	40.9	47.3	
	Lehman Kuhn Municipal Index	5.4	N.A.	N.A.	
	T-Bills	2.0	9.7	65.2	

Mergers, Acquisitions

Gilldorn Savings Association of Chicago has signed a letter of intent to acquire **Percy Wilson Mortgage & Finance Corp.**, a Chicago-based mortgage banking firm.

Gilldorn will pay $28 million in cash to acquire Percy Wilson from American Century Corp., a San Antonio real estate investment and development firm which owns Commerce Savings Association of Dallas.

Percy Wilson, which services over $1.8 billion in mortgage loans, is the nation's 44th largest mortgage banking concern.

The $280 million-asset Gilldorn was formerly known as Lincoln Savings & Loan Association of Mount Zion.

■

An investment group has acquired a majority interest in **Grand National Bank** of Hot Springs, Ark.

The group includes Leonard Dunn, president of First National Bank of Crossett, Ark. Mr. Dunn will resign from the Crossett bank to become president and chief executive officer of Grand National.

Grand National has $27.1 million in deposits.

Reports . . .

Continued from page 1

loans for the last six months of a year are generally available about April 1 of the following year. But that is not the case this year.

The reports, which provide statistical information on individual associations, are now tentatively scheduled for publication on or about June 1.

In the meantime, district Home Loan Banks have been ordered not to release any information about the financial shape of any individual association.

The Depository Institutions Act limits associations eligible to buy net-worth certificates to those that experienced a loss during the previous two quarters. The certificates can prop the net worth of an association at least to 0.5%.

If an association returns to profitability, it is required to repay the promissory notes. ■

The Bank of New Orleans and Trust Company
(formerly a wholly-owned subsidiary of New Orleans Bancshares, Inc.)

has merged with

First National Bank of Commerce, New Orleans

The undersigned acted as financial advisor to New Orleans Bancshares, Inc. in connection with this transaction.

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Managed Trust Assets Rose 17.2% Last Year

By THERESIA GERBER

NEW YORK — Assets under management of the top 100 banks and trust companies in the field rose 17.2% last year, the largest gain since the American Banker began tracking these assets in 1978. The previous record gain was 16.5% in 1979. In 1981, these assets rose by only 2.3%.

The 17.2% gain is one of the findings of the American Banker's annual survey of the top 100 banks and trust companies in discretionary assets and gross trust revenues published today.

Trust Banking

Assets under management, or discretionary assets, were affected by the rising stock and bond markets in 1982. A rise in securities' prices is reflected in a higher value of discretionary assets.

For 1982, the total return on Standard & Poor's 500 — a widely used index of the stock market — was 21.6%, and total return on the Salomon Brothers bond index was 43.7%.

In addition to the rising securities market, a portion of gain in discretionary assets was attributable to an increase in money market mutual fund business in 1982.

Gross trust income of the top 100 banks and trust companies in the field rose 14.8% last year, after rising 15.7% in 1981 and a record 16.5% in 1980.

Trust revenues are dependent on the volume of assets under management and a variety of fee-based products, such as securities lending, stock-transfer work, and custodial activities.

For the 15th consecutive year, Morgan Guaranty Trust Co., New York, was the top bank in gross trust income, and for the fifth year in a row, it was the top bank in discretionary trust assets.

➳ Trust Income: Page 12

Senate Panel Backs Repeal Of Withholding

By ANDREW ALBERT

WASHINGTON — The Senate Finance Committee Wednesday approved an administration-backed plan to repeal tax withholding on interest and dividends. The measure passed on an 11 to 8 vote.

But Senate Democrats were widely expected to impede the committee's repeal plan, which they characterized as a "Christmas tree bill" because of unrelated programs that were attached to the repealer.

The measure was not expected to reach the Senate floor until after lawmakers return from their Memorial Day recess on June 6 — less than one month before the scheduled July 1 startup date for withholding.

Reagan administration officials told the finance panel that they would accept the repeal plan that was linked to a number of provisions aimed at boosting taxpayer compliance rates.

The White House also supports the legislation's three other provisions, which would separately lift import duties on goods from Caribbean nations, give tax incentives to businesses in 75 distressed enterprise zones, and push for free world trade policies.

But Sen. Russell B. Long, ranking Democrat on the finance panel, and

➳ Withholding: Page 21

High-Tech Lending Is as High-Powered as Industry

By RANDY WELCH

DENVER — The explosive growth of high-technology industries along Colorado's Front Range has spurred some of the region's larger banks to retool their lending strategies for the promising young companies.

When the pending merger of IntraWest Bank of Denver NA into First Interstate Bank of Denver NA is completed, the scenario will feature the region's two largest banks — the new First Interstate and United Bank of Denver NA — chasing the third largest, Colorado National Bank, which is currently the market leader in lending to high-tech firms.

The situation offers some interesting insights for other banks eager to increase their high-tech loan portfolios.

Representatives of the three banks agreed that management was the key in evaluating a high-tech firm — whether management was capable of marketing the product it had, of staying on top of the fast-changing developments, and, often, of changing from an engineering/development position to one of managing a large corporation.

The bankers also agreed that the high-tech community was small and close-knit enough that establishing a significant market share early provided a bank with an automatic advantage, not only in getting loan business but also in using its industry contacts to evaluate requests.

Colorado National Bank, in fact, built its market lead largely because of its funding of Storage Technology Corp. in the late 1960s.

The then-new business has since become a Fortune 500 company, and Storage Technology is still coming to Colorado National for loans.

Jonathan C. Lorenz, a vice president of Colorado National and manager of a commercial group there, said the bank currently has more than $50 million in loan commitments in the high-tech area, an amount which has grown 20% in each of the last two years.

Mr. Lorenz displayed the confidence which befits a market leader. Though he acknowledged United Bank was increasingly a competitor, he pointed out that, to his knowledge, United had not even bid on the business of two recent $1 million startup companies in Boulder.

"My sense is that our pipeline is still quite good," he said. He noted that the rest of the competition tended to go to

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Trust Income . . .

Continued from page 1

Morgan's trust income totaved $189.6 million last year, up 15% from a year earlier, while its discretionary assets rose 11% and totaled $39.1 billion at yearend.

Citibank NA, New York, remained in second place in income with $132.7 million, up 5% from 1981. However, it fell to fourth place in discretionary assets with $21.4 billion at yearend 1982, compared with $19.8 billion in 1981, when it ranked second.

Surpassing Citibank in discretionary assets were two other New York banks, Bankers Trust Co. and Manufacturers Hanover Trust Co. Bankers Trust, with $24.9 billion in discretionary assets, moved up to second place last year from third place in 1981, when its assets under management totaled $19.5 billion.

Manufacturers Hanover, with a 92% increase in discretionary assets, vaulted into third place with $21.5 billion, compared with $11.2 billion a year earlier, when it ranked 10th. The gain was primarily attributable to the consolidation of its subsidiary, Lionel D. Edie & Co., into its trust department at the beginning of 1982. That investment counseling firm brought nearly $7 billion of discretionary assets. This accounted for over 70% of Manufacturer Hanover's increase in discretionary assets.

However, Joseph L. McElroy, the executive vice president who heads the trust division at Manufacturers Hanover, said it would be difficult now to break down the assets between the bank and Edie.

"We have not been able to retain the identity in our own record keeping," he said. "We would have to go through it account by account."

He did say there has been growth in the division aside from Edie, especially in fixed-income accounts. Manufacturers Hanover has been a pioneer in bond immunization.

By type account, the Manufacturers Hanover assets at the end of 1982 broke down as $4.64 billion in employee-benefit trusts, $7.42 billion in employee-benefit agency accounts, $2.95 billion in personal trusts, $172 million in estates, and $6.35 billion in other agency accounts.

The fifth largest bank in trust assets last year was Provident National Corp., Philadelphia, with $18.7 billion, compared with $15.9 billion a year earlier, when it ranked fourth.

In January 1983, Provident National and Pittsburgh National Corp., merged to form a new company, PNC Financial Corp., Pittsburgh. Had the merger taken place at yearend 1982, PNC Financial would have ranked third in discretionary assets with $21.9 billion and 11th in trust income with $62.1 million.

Following Morgan and Citibank in

➳ Trust Income: Page 18

National Permanent Is Changing Its Name

WASHINGTON — National Permanent Federal Savings & Loan Association here plans to change its name to National Permanent Bank FSB, effective June 1.

The change was approved by shareholders but is pending final approval by the Federal Home Loan Bank Board. The S&L recently obtained approval to convert to a federal savings bank. ■

Required Reading ■ ■ ■

Continued from page 11

group. Older persons should be adequately represented in the design of such studies. ("National Dialogue for the Business Sector," final report to the 1981 White House Conference on Aging from the Western Gerontological Society, San Francisco, 1981, p. 26.)

6. Revise social responsibility programs.

With the growth of the aging population, corporate giving programs and community relations programs which often have focused on assisting young people should be redirected to consider the needs of the elderly. For example, pharmaceutical companies are recognizing the importance of informing older persons about the correct use of drugs and the possible adverse reactions when drugs are combined with certain foods. Brochures, posters, and other public information can be distributed through doctors' offices, senior centers, and direct mail.

Similarly, Travelers Insurance Co. is supporting programs which encourage its retirees to conduct physical fitness seminars. Also, Travelers vans are used on off-hours to provide transportation to seniors — and are driven by Travelers retirees. This company's corporate giving program has included gifts to the 1981 White House Conference on Aging as well as to a local senior center and a council on aging.

7. Establish dialogues between the private sector and the aging network.

In the past, there has been some antipathy between the "aging network" and the private sector. The aging network often views business and industry as exploiters of older persons; the private sector perceives social service personnel as incapable of recognizing that it can act responsibly toward older persons while, at the same time, turning a profit.

A dialogue needs to be established between these two forces. The private sector will benefit from input from the aging network to determine the real and perceived needs of this population group that can be translated into a product or service. In turn, the aging network must rely on business and industry to produce the needed products and services.

Such a dialogue has begun, notably through efforts supported by the 1981 White House Conference on Aging, the Work In America Institute, and the Andrus Gerontology Center at the University of Southern California.

8. Recognize a fact of the 1980s: Better educated, activist older consumers.

It is already evident that older persons have joined the consumer activist movement. Consumer education programs have sprung up to help older persons protect themselves against fraud and, at the same time, to encourage them to demand improved products and services if present ones do not meet their needs.

The private sector, which often views the consumer movement with some jaundice, might learn to work with older persons to mutual advantage. Older persons are a major political force; they vote in greater proportions than the population as a whole. Their influence on legislation and on governmental policies related to regulations and consumer affairs is substantial and is backed up by organizations of older persons and the House and Senate aging committees. Older persons also own sizable portions of American industry. As major shareholders, they have substantial influence on corporate policies.

Changing Demographics

Business and industry already have contact with large numbers of older persons. Its older employees, and particularly its "alumni" — its retired employees — constitute an outstanding means to develop communications with and representation upon community advisory boards and commissions. Such representation will allow older persons' points of views to be heard through those with an understanding of the needs of the private sector. Clearly, a positive public information program will benefit both the producer and the older consumer.

The policies developed during the 1980s should reflect changes in demography and, consequently, changes in products and services. But the private sector must move more quickly to determine the market outlook regarding the elderly as consumers. The picture is far from clear at the moment. The attitudinal and effective buying distinctions of the older persons vis a vis other consumers is not carefully delineated. We know little about the characteristics determining the older person's consumer behavior. Do the elderly constitute a viable market? Do they have special needs and interests that are different from the population as a whole?

As the private sector goes to the drawing board seeking the answers to these and other questions, it might well remind itself what the nation will look like in the next 20 years. In the year 2000, 31.8 million persons will be over the age of 65. Fifty-five million persons will be over the age of 55. These new elders will be better educated, politically knowledgeable, diverse in their interests and life-styles — indeed, a "new breed." They will, in the final analysis, be the same people currently in their 30s and 40s who are now planning the products and services for the mature market of the future. ■

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American Banker ranks the Top 100 Trust Banks

1	Morgan Guaranty Trust Co., New York	189,600,000	164,300,000	1		6,885,300,000	2.8	39,117,789,000
2	Citibank NA, New York	132,656,000	126,422,000	2		17,813,000,000	0.7	21,435,623,000
3	Bank of New York	119,186,000	93,515,000	3		1,502,737,000	7.9	138,700,154,000
4	Chase Manhattan Corp., New York (M)	103,162,000	88,619,000	4		10,171,436,000	1.0	163,188,637,000
5	Bankers Trust Co., New York	90,546,000	74,708,000	5		4,676,789,000	1.9	77,263,000,000
6	Manufacturers Hanover Trust Co., New York	75,696,000	73,334,000			7,639,780,000	1.0	176,643,912,000
7	Northern Trust Corp., Chicago (M)	72,651,000	58,838,000	9	+3	828,400,000	8.8	45,256,222,000
8	BankAmerica Corp., San Francisco (o)	70,456,000	68,000,000	7		1,000,000,000	7.0	45,013,000,000
9	U.S. Trust Corp., New York	70,192,000	67,324,000	6		884,000,000	8.0	42,813,115,000
10	Chemical New York Corp.	67,334,000	57,171,000	8		7,115,000,000	1.2	12,994,998,000
11	Continental Illinois	57,600,000	57,600,000					19,485,419,726
12	State Street Bank & Trust Co., Boston	57,546,000	37,843,000	171	+5	400,840,000	14.4	8,794,929,000
13	First National Bank, Boston	49,634,000	42,075,000	14	+1	2,436,000,000	2.0	7,733,453,000
14	Security Pacific Corp., Los Angeles (o)	47,576,000	46,596,000	12		4,490,618,000	1.1	27,653,734,000
15	First Chicago Corp. (o)	47,564,000	45,834,000	13		4,402,186,000	1.1	7,488,358,000
16	Wells Fargo & Co., San Francisco (o)	45,646,000	38,713,000	16		3,290,312,000	1.4	22,724,345,500
17	Harris Bankcorp., Inc., Chicago (M)	42,140,000	41,878,000	15		917,931,000	4.6	26,138,210,000
18	Provident National Corp., Philadelphia (M,p)	41,383,000	33,047,000	9	+1	430,853,000	9.6	21,880,567,000
19	Crocker National Corp., San Francisco (o)	40,600,000	40,600,000	10		2,893,859,000	1.4	22,889,115,000
20	Mellon National Corp., Pittsburgh (o)	39,600,000	39,600,000	10		2,354,946,000	1.6	31,900,000,000
21	Marine Midland Banks, Inc., Buffalo, N.Y. (o)	39,963,000	35,987,000	18		2,412,318,000	1.4	12,400,000,000
22	AmeriTrust Co., Cleveland	39,922,000	39,922,000			623,605,000	5.0	12,491,329,000
23	Girard Bank, Philadelphia (o)	28,976,000	23,903,000	23		573,410,000	5.1	12,121,349,000
24	National Bank of Detroit	27,028,000	27,995,000	21		1,213,648,000	2.2	22,039,711,000
25	Irving Trust Co., New York	26,859,000	22,321,000	24		2,037,962,000	1.3	4,497,195,000
26	Wachovia Corp., Winston-Salem, N.C. (o)	25,629,000	21,329,937	27		809,757,000	3.2	13,603,790,836
27	Centerre Trust Co., St. Louis, Mo.	25,146,077	22,217,[illegible]	[illegible]		25,146,077	100.0	8,407,421,257
28	RepublicBank Dallas NA	24,[illegible]	20,643,000	30	-2	1,271,722,000	1.9	10,503,232,000
29	Bank of New England NA, Boston	24,[illegible],000	20,606,000	29		494,904,000	5.0	30,220,000,000
30	First Interstate Bank of California, Los Angeles	24,[illegible],000	21,404,000	26		2,407,922,000	1.0	17,191,891,000
31	InterFirst Bank Dallas NA	23,[illegible]	18,955,600	[illegible]		1,557,000,000	1.5	6,004,679,000
32	Hartford National Corp., Conn. (o)	22,[illegible],000	16,830,706	39	+7	389,600,000	5.8	7,781,384,000
33	First Jersey National Bank, Jersey City (o)	20,955,000	15,905,644	42	+9	173,044,000	12.1	17,404,000,000
34	Fiduciary Trust Co., New York	20,902,959	20,047,979	31		30,880,756	67.7	15,709,787,000
35	Pittsburgh National Corp.	20,718,000	[illegible],000	32		877,284,000	2.4	6,948,324,000
36	Norwest Bank Minneapolis NA	20,[illegible],000	[illegible],550	35		591,369,000	3.5	15,808,457,000
37	Capital Guardian Trust Co., Los Angeles	20,[illegible],000	[illegible]	[illegible]		20,[illegible],000	100.0	9,384,007,000
38	BanCal Tri-State Corp., San Francisco (o)	19,[illegible],000	[illegible]	[illegible]	+1	520,[illegible],000	3.8	10,806,624,000
39	Boston Safe Deposit & Trust	19,[illegible],000	19,[illegible],000	[illegible]	+2	87,[illegible],000	22.6	3,173,862,000
40	Comerica Bank-Detroit	19,[illegible],000	[illegible]	[illegible]		570,[illegible],000	3.4	5,276,414,000
41	NCNB Corp., Charlotte, N.C. (M)	19,244,000	14,804,000	49	+8	1,072,846,000	1.8	7,260,000,000
42	First Pennsylvania Corp., Philadelphia (o)	18,391,000	17,990,000	36		336,310,000	2.9	7,040,460,000
43	Trust Company Bank, Atlanta	17,909,000	15,761,000	43		288,723,000	6.2	5,377,617,000
44	Fidelcor, Inc., Philadelphia (o)	17,535,000	15,735,000	44		444,237,000	3.9	15,246,866,505
45	First National Bank, Minneapolis	17,360,000	15,449,000	45		614,536,000	2.8	4,924,000
46	National City [illegible]	[illegible],000	16,879,000	38		457,456,000	3.7	6,676,354,000
47	CBT Corp., Hartford	16,779,000	14,612,000	50	+3	459,844,000	3.6	2,810,102,000
48	Texas Commerce Bancshares, Houston	16,663,000	13,221,000	53	+5	944,983,000	1.8	10,535,444,000
49	Seafirst Corp., Seattle	16,484,000	14,964,000	47		1,398,330,000	1.2	2,113,121,000
50	Mercantile-Safe Deposit & Trust Co., Baltimore	16,028,000	15,165,835	46		100,192,000	16.0	8,646,143,000
51	First Trust Co., St. Paul	15,927,966	14,050,551	51		18,714,213	85.1	6,054,775,000
52	Lincoln First Bank [illegible]	15,105,000	12,453,000	54	+2	446,094,000	3.4	4,090,954,000
53	United Missouri Bancshares, Inc., Kansas City, Mo.	14,902,371	7,744,000	84	+31	119,415,000	12.5	16,102,047,000
54	Wilmington Trust Co., Delaware	14,902,000	14,882,000	48		190,007,000	7.8	22,634,878,523
55	RIHT Financial Corp., Providence, R.I. (M)	14,269,000	13,514,000	52		240,149,000	5.9	5,150,817,000
56	Mercantile Trust Co. NA, St. Louis, Mo.	13,716,000	12,383,000	55		401,654,000	3.4	4,805,047,508
57	First City National Bank, Houston	13,697,000	11,765,000	56		972,553,000	1.4	5,982,145,000

AT A GLANCE: Who's tops?

1. Morgan Guaranty Trust Co., New York $189,600,000
2. Citibank NA, New York 132,656,000
3. Bank of New York 119,186,000
4. Chase Manhattan Corp., New York 103,162,000
5. Bankers Trust Co., New York 90,546,000
6. Manufacturers Hanover Trust Co., New York 75,696,000
7. Northern Trust Corp., Chicago 72,651,000
8. BankAmerica Corp., San Francisco 70,456,000
9. U.S. Trust Corp., New York 70,192,000
10. Chemical New York Corp. 67,334,000

The Top 100 Banks and Trust Companies in Trust Income(c)

Ranked by Size of Trust Department's 1982 Gross Operating Revenues

Compiled by American Banker Copyright 1983

Trust Income Rank 1982		TOTAL Trust Income (a) 1982	1981	Trust Income Rank 1981	Gain in Rank	Total Operating Income 1982	Trust Income to Total Income %	Market Value of All Trust Assets (b) 1982
1	Morgan Guaranty Trust Co., New York	189,600,000	164,300,000	1		6,885,300,000	2.8	39,117,769,000t
2	Citibank NA, New York	132,656,000	126,422,000	2		17,813,000,000	0.7	21,435,623,000t
3	Bank of New York	119,186,000	93,615,000	3		1,502,737,000	7.9	138,700,154,000
4	Chase Manhattan Corp., New York (M)	103,162,000	88,619,000	4		10,171,436,000	1.0	163,188,637,000
5	Bankers Trust Co., New York	90,546,000	74,708,000	5		4,676,789,000	1.9	77,263,000,000
6	Manufacturers Hanover Trust Co., New York	75,696,000	73,334,000	6		7,639,780,000	1.0	176,643,912,000h
7	Northern Trust Corp., Chicago (M)	72,651,000	58,838,000	10	+3	826,433,000	8.8	45,256,222,000
8	BankAmerica Corp., San Francisco (o)	70,456,000	68,300,000	7		14,954,793,000	0.5	34,013,000,000
9	U.S. Trust Corp., New York (o)	70,192,000	61,124,000	9		250,948,000	27.9	26,813,115,000h
10	Chemical New York Corp. (M)	67,334,000	65,072,000	8		5,515,159,000	1.2	12,994,998,000t
11	Continental Illinois Corp., Chicago (M)	60,428,000	53,600,000	11		5,900,040,000	1.0	19,485,419,726j
12	State Street Bank & Trust Co., Boston	57,546,000	37,843,000	17r	+5	400,840,000	14.4	8,794,929,000t
13	First National Bank, Boston	49,634,000	42,075,000	14	+1	2,436,000,000	2.0	7,733,453,000
14	Security Pacific Corp., Los Angeles (o)	47,576,000	46,596,000	12		4,490,619,000	1.1	27,653,734,000
15	First Chicago Corp. (o)	47,564,000	45,834,000	13		4,402,186,000	1.1	7,488,358,000t
16	Wells Fargo & Co., San Francisco (o)	45,646,000	38,713,000	16		3,290,312,000	1.4	22,724,346,500j
17	Harris Bankcorp., Inc., Chicago (M)	42,140,000	41,878,000	15		917,931,000	4.6	26,138,210,000
18	Provident National Corp., Philadelphia (M,p)	41,383,000	33,047,000	19R	+1	430,853,000	9.6	21,860,567,000
19	Crocker National Corp., San Francisco (o)	41,123,000	36,088,000	18R		2,893,659,000	1.4	22,889,115,000
20	Mellon National Corp., Pittsburgh (o)	36,600,000	31,500,000	20R		2,354,946,000	1.6	31,900,000,000
21	Marine Midland Banks, Inc., Buffalo, N.Y. (o)	32,963,000	20,987,000	28	+7	2,412,318,000	1.4	12,400,000,000
22	AmeriTrust Co., Cleveland	30,922,000	27,209,000	22		623,605,000	5.0	12,491,329,000
23	Girard Bank, Philadelphia (q)	28,976,000	23,903,000	23		573,410,000	5.1	12,121,349,000i
24	National Bank of Detroit	27,028,000	27,995,000	21		1,219,648,000	2.2	22,039,711,000
25	Irving Trust Co., New York	25,859,000	22,321,000	24		2,037,962,000	1.3	4,497,195,000t
26	Wachovia Corp., Winston-Salem, N.C. (o)	25,629,000	21,329,933	27	+1	809,757,000	3.2	13,603,790,836
27	Centerre Trust Co., St. Louis, Mo.	25,146,077	22,217,522	25		25,146,077	100.0	8,407,421,257
28	RepublicBank Dallas NA	24,710,000	20,643,000	30	+2	1,271,722,000	1.9	10,503,232,000j
29	Bank of New England NA, Boston	24,516,000	20,808,000	29		494,904,000	5.0	30,220,000,000
30	First Interstate Bank of California, Los Angeles	24,110,000	21,404,000	26		2,407,922,000	1.0	17,191,891,000
31	InterFirst Bank Dallas NA	23,408,700	18,955,600	33	+2	1,557,000,000	1.5	6,004,679,000
32	Hartford National Corp., Conn. (o)	22,613,000	16,830,705	39	+7	389,600,000	5.8	7,781,384,000
33	First Jersey National Bank, Jersey City (o)	20,955,000	15,905,644	42	+9	173,044,000	12.1	17,404,000,000
34	Fiduciary Trust Co., New York	20,902,959	20,047,979	31		30,880,756	67.7	15,709,787,000
35	Pittsburgh National Corp. (o,p)	20,718,000	19,593,000	32		877,284,000	2.4	6,948,324,000
36	Norwest Bank Minneapolis NA	20,505,000	18,450,000	35		591,369,000	3.5	15,808,457,000
37	Capital Guardian Trust Co., Los Angeles	20,070,000	18,514,360	34		20,070,000	100.0	9,384,007,000
38	BanCal Tri-State Corp., San Francisco (o)	19,729,000	16,423,000	40	+2	520,921,000	3.8	10,806,624,000
39	Boston Safe Deposit & Trust Co.	19,697,000	16,339,946	41	+2	87,040,000	22.6	3,173,862,000t
40	Comerica Bank-Detroit	19,491,000	17,059,000	37		572,902,000	3.4	5,276,414,000
41	NCNB Corp., Charlotte, N.C. (M)	19,244,000	14,804,000	49	+8	1,072,846,000	1.8	7,260,000,000
42	First Pennsylvania Corp., Philadelphia (o)	18,391,000	17,990,000	36		636,310,000	2.9	7,040,460,000
43	Trust Company Bank, Atlanta	17,909,000	15,761,000	43		288,723,000	6.2	5,377,617,000
44	Fidelcor, Inc., Philadelphia (o)	17,535,000	15,735,000	44		444,237,000	3.9	10,246,866,506
45	First National Bank, Minneapolis	17,360,000	15,449,000	45		614,536,000	2.8	12,774,924,000
46	National City Bank, Cleveland	17,084,000	16,873,000	38		457,456,000	3.7	6,676,354,000
47	CBT Corp., Hartford, Conn. (o)	16,779,000	14,512,000	50	+3	459,844,000	3.6	2,810,102,000t
48	Texas Commerce Bank NA, Houston	16,663,000	13,221,000	53	+5	944,983,000	1.8	10,536,444,000
49	Seafirst Corp., Seattle (o)	16,484,000	14,964,000	47		1,398,330,000	1.2	2,113,121,000t
50	Mercantile-Safe Deposit & Trust Co., Baltimore	16,028,000	15,185,835	46		100,192,000	16.0	8,646,143,000
51	First Trust Co., St. Paul, Minn.	15,927,966	14,050,551	51		18,714,213	85.1	6,054,775,000
52	Lincoln First Banks, Inc., Rochester, N.Y. (o)	15,105,000	12,433,000	54	+2	446,094,000	3.4	4,090,954,000
53	United Missouri Bank of Kansas City NA	14,902,371	7,744,000	84	+31	119,415,000	12.5	15,102,047,000
54	Wilmington Trust Co., Del.	14,902,000	14,882,000	48		190,007,000	7.8	22,634,878,523
55	RIHT Financial Corp., Providence, R.I. (M)	14,269,000	13,514,000	52		240,149,000	5.9	5,160,817,000
56	Mercantile Trust Co. NA, St. Louis, Mo.	13,716,000	12,383,000	55		401,654,000	3.4	4,806,047,608
57	First City National Bank, Houston	13,697,000	11,765,000	56		972,553,000	1.4	5,992,146,000
58	Manufacturers National Bank, Detroit	13,451,000	11,681,000	57		524,306,000	2.6	13,051,565,691
59	Trust Services of America, Inc., Los Angeles	12,760,000	11,403,000	58		12,760,000	100.0	2,628,295,274
60	American National Bank & Trust Co., Chicago	12,733,000	11,397,000	59		320,395,000	4.0	5,211,733,000t
61	United Virginia Bankshares, Inc., Richmond (o)	12,348,000	10,853,000	60		524,408,000	2.4	6,672,285,000
62	Fidelity Union Bank, Newark, N.J.	12,205,000	10,818,000	61		326,543,000	3.7	15,264,805,000
63	Union Bancorp., Los Angeles	12,186,000	10,001,000	66	+3	858,757,000	1.4	4,784,297,000
64	Citizens & Southern National Bank, Atlanta	11,804,000	10,281,000	62		560,405,000	2.1	6,252,385,000
65	United States National Bank of Oregon, Portland	11,476,000	10,164,000	64		690,125,000	1.7	2,068,501,000
66	IntraWest Bank of Denver NA	11,420,000	9,746,000	67	+1	269,457,000	4.2	3,865,022,760
67	Shawmut Bank of Boston NA	11,330,000	9,393,000	69	+2	324,372,000	3.5	1,645,208,000t
68	First Wisconsin Trust Co., Milwaukee	11,154,452	10,211,465	63		13,939,782	80.0	6,702,212,697
69	First & Merchants Corp., Richmond, Va. (o)	10,848,000	8,802,000	75	+6	345,855,000	3.1	3,093,040,000g
70	Southeast Banking Corp., Miami (o)	10,536,000	9,205,000	71	+1	850,360,000	1.2	2,721,700,000
71	First National Bank, Fort Worth, Tex.	10,504,000	8,742,000	76	+5	189,868,000	5.5	2,687,947,000
72	Bradford Trust Co., New York	10,422,000	7,433,000	90	+18	54,648,000	19.1	N.A.
73	Hawaiian Trust Co., Ltd., Honolulu	10,309,367	9,443,728	68		10,309,367	100.0	2,370,000,000
74	Mercantile National Bank, Dallas	10,185,000	9,246,000	70		549,759,000	1.9	2,413,367,491
75	Rainier Bancorp., Seattle (o)	9,868,000	8,636,000	78	+3	731,814,000	1.3	3,569,737,068
76	First National Bank, Birmingham, Ala.	9,817,000	8,875,000	73		237,467,000	4.1	4,908,775,000
77	First Interstate Bank of Oregon NA, Portland	9,696,000	8,290,060	80	+3	533,242,000	1.8	6,906,919,747
78	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	9,619,486	8,656,000	77		165,438,000	5.8	3,743,903,000
79	Valley National Corp., Phoenix, Ariz. (o)	9,480,000	8,942,000	72		807,330,000	1.2	4,226,428,000
80	American Security Corp., Washington, D.C. (o)	9,415,000	8,071,000	82	+2	368,685,000	2.6	6,234,276,000
81	First Kentucky Trust Co., Louisville	9,361,000	8,615,000	79		11,612,000	80.6	3,445,695,000
82	First Interstate Bank of Arizona NA, Phoenix	9,212,467	7,535,000	88	+6	521,093,000	1.8	2,317,494,000
83	Barnett Banks Trust Co. NA, Jacksonville, Fla.	9,000,000	7,497,000	89	+6	N.A.	...	3,000,000,000e
84	Bessemer Trust Co. NA, New York	8,769,247	8,827,000	74		10,653,242	82.3	1,611,262,325
85	Marine Trust Co. NA, Milwaukee, Wis.	8,678,000	7,134,000	92	+7	8,678,000	100.0	1,803,294,000
86	Riggs National Corp., Washington, D.C. (o)	8,588,000	7,606,000	86		407,120,000	2.1	1,445,767,000t
87	American Fletcher Corp., Indianapolis (o)	8,576,000	10,052,000	65		347,978,000	2.5	3,896,112,000
88	First National Bank, Atlanta	8,545,000	7,907,000	83		398,451,000	2.1	3,725,122,088
89	Union National Corp., Mt. Lebanon, Pa. (o)	8,458,000	8,197,000	81		154,520,000	5.5	1,814,390,000t
90	Central Trust Co. NA, Cincinnati	8,455,827	6,850,125	97	+7	161,519,792	5.2	2,350,347,000
91	Indiana National Corp., Indianapolis (o)	8,410,540	6,975,052	95	+4	305,440,000	2.8	3,999,327,000
92	Texas American Bank/Fort Worth NA	8,404,331	7,046,842	93	+1	260,249,000	3.2	2,907,536,000
93	Bank One Trust Co. NA, Columbus, Ohio	8,245,000	7,222,600	91		8,245,000	100.0	1,207,762,000t
94	CoreStates Financial Corp., Philadelphia (M)	8,237,000	6,683,000	98	+4	770,161,000	1.1	8,637,700,000
95	First Union Corp., Charlotte, N.C. (o)	8,070,000	6,878,000	96	+1	663,169,000	1.2	2,094,697,000t
96	Midlantic National Bank, Newark, N.J.	8,055,000	7,613,000	85		247,014,000	3.3	4,537,645,000
97	Central National Bank, Cleveland	7,896,000	7,542,000	87		266,291,000	3.0	3,090,166,000
98	California First Bank, San Francisco	7,823,000	6,649,000	99	+1	493,001,000	1.6	1,388,908,000
99	First National Bank, Cincinnati	7,524,644	6,199,089	104	+5	183,511,126	4.1	1,532,689,000t
100	La Salle National Corp., Chicago (o)	7,499,000	6,513,000	101	+1	156,187,000	4.8	767,710,000t

(a)—Gross operating income of the trust department, excluding all non-operating credits. (b)—Includes discretionary assets, nondiscretionary assets, corporate trust accounts, and accounts of a strictly custodial nature, unless otherwise indicated. (c)—Includes holding companies owning one bank on 12/31/82; bank holding companies that owned one bank at yearend 1981 and became multibank holding companies in 1982; and non-deposit trust companies. (e)—Estimated figure. (g)—Does not include custodial accounts. (h)—Does not include corporate trust accounts. (i)—Does not include nondiscretionary assets. (j)—Does not include corporate trust accounts and does not include custodial accounts. (M)—Became a multibank holding company in 1982. For purposes of comparison with 1981, holding company figures are used. (o)—A 1-bank holding company at yearend. (p)—In Jan. 1983, Provident National Corp. and Pittsburgh National Corp. merged to form a new company, PNC Financial Corp., Pittsburgh. (q)—Acquired by Mellon National Corp., Pittsburgh in April 1983. (r)—Based on revised data. (R)—Revised (t)—Includes discretionary assets only. N.A. —Not available.

Top 100 Banks and Trust Companies in Discretionary Assets (c)

Ranked in Order of 1982 Market Value of Discretionary Assets

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Discretionary Trust Asset Rank 12/31/82		Market Value of Discretionary Assets (a) 12/31/82	12/31/81	Discretionary Trust Asset Rank 12/31/81	Gain in Rank	Trust Income Rank 1982	Bank's Deposit Rank(k) 12/31/82
1	Morgan Guaranty Trust Co., New York	39,117,769,000	35,200,274,000	1		1	5
2	Bankers Trust Co., New York	24,865,000,000	19,487,000,000	3	+1	5	10
3	Manufacturers Hanover Trust Co., New York	21,531,031,000	11,220,834,000	10	+7	6	4
4	Citibank NA, New York	21,435,623,000	19,811,792,000	2		2	2
5	Provident National Corp., Philadelphia (M,p)	18,693,076,000	15,917,894,000	4		18	67
6	Chase Manhattan Corp., New York (M)	14,957,163,000	12,527,561,000	6		4	3
7	Northern Trust Corp., Chicago (M)	13,122,965,000	11,942,270,000	8	+1	7	39
8	Chemical New York Corp. (M)	12,994,998,000	10,555,231,000	11	+3	10	6
9	Mellon National Corp., Pittsburgh (o)	12,950,000,000	12,300,000,000	7		20	15
10	Harris Bankcorp, Inc., Chicago (M)	12,852,914,000	11,576,418,000	9		17	33
11	Continental Illinois Corp., Chicago (M)	12,478,110,000	13,223,043,000	5		11	7
12	Wells Fargo & Co., San Francisco (o)	11,884,664,000	8,077,268,431	15	+3	16	12
13	Wilmington Trust Co., Del	10,486,777,000	8,514,944,000	14	+1	54	161
14	U.S. Trust Corp., New York (o)	9,365,176,000	9,179,047,000	13		9	111
15	Crocker National Corp., San Francisco (o)	8,981,765,000	8,045,625,000	16	+1	19	11
16	BankAmerica Corp., San Francisco (o)	8,862,514,000	10,066,846,000	12		8	1
17	State Street Bank & Trust Co., Boston	8,794,929,000	5,098,683,000	25	+8	12	84
18	Fiduciary Trust Co., New York	7,489,087,000	6,000,000,000	23e	+5	34	1,945
19	First Chicago Corp. (o)	7,488,358,000	6,821,939,000	17		15	8
20	Capital Guardian Trust Co., Los Angeles	7,257,819,000	6,536,404,000	19		37	...
21	Bank of New York	7,231,361,000	6,279,274,000	20		3	18
22	Girard Bank, Philadelphia (q)	7,059,600,000	6,022,922,000	22		23	63
23	AmeriTrust Co., Cleveland	6,976,159,000	6,093,658,000	21		22	38
24	First National Bank, Boston	6,670,686,000	6,573,352,000	18		13	17
25	National Bank of Detroit	6,418,293,000	5,961,786,000	23		24	23
26	Centerre Trust Co., St. Louis	5,956,516,865	5,201,971,554	24		27	...
27	American National Bank & Trust Co., Chicago	5,211,733,000	3,968,644,000	28	+1	60	80
28	InterFirst Bank Dallas NA	5,063,820,000	3,849,752,000	30	+2	31	21
29	Bank of New England NA, Boston	4,885,442,000	4,048,848,000	27		29	61
30	RepublicBank Dallas NA	4,650,139,000	4,119,791,000	26		28	22
31	Citizens & Southern National Bank, Atlanta	4,602,885,000	3,417,231,000	34	+3	64	42
32	Irving Trust Co., New York	4,497,195,000	3,495,476,000	32		25	16
33	NCNB Corp., Charlotte, N.C. (M)	4,236,000,000	2,700,000,000	53	+20	41	26
34	Hartford National Corp., Conn. (o)	4,186,486,000	3,048,972,000	47	+13	32	53
35	Trust Company of the West, Los Angeles	4,128,231,124	3,075,061,785	45	+10	...	...
36	National City Bank, Cleveland	4,127,713,000	3,849,856,000	29		46	70
37	Boatmen's National Bank, St. Louis	4,103,890,000	3,231,000,000	40	+3	108	234
38	First Trust Co., St. Paul, Minn	4,014,125,000	3,407,278,000	35		51	...
39	Manufacturers National Bank, Detroit	4,013,628,000	3,287,648,000	38		58	52
40	First National Bank, Minneapolis	3,960,937,000	3,539,904,000	31		45	48
41	Wachovia Corp., Winston-Salem, N.C. (o)	3,725,280,000	3,150,202,000	42	+1	26	31
42	Texas Commerce Bank NA, Houston	3,695,793,000	3,111,690,000	44	+2	48	25
43	Comerica Bank-Detroit	3,666,943,000	3,150,237,000	41		40	35
44	First City National Bank, Houston	3,652,938,000	3,279,382,000	39		57	20
45	Mercantile Trust Co., NA, St. Louis	3,604,445,000	3,116,742,000	43		56	76
46	Trust Company Bank, Atlanta	3,483,705,000	2,764,085,000	52	+6	43	114
47	First Pennsylvania Corp., Philadelphia (o)	3,431,380,000	3,060,712,000	46		42	49
48	Fidelcor, Inc., Philadelphia (o)	3,369,507,249	2,694,899,000	54	+6	44	59
49	Security Pacific Corp., Los Angeles (o)	3,356,466,000	3,309,466,000	37		14	9
50	BancOhio National Bank, Columbus	3,299,808,000	2,518,645,000	56	+6	103	34
51	Pittsburgh National Corp. (o,p)	3,208,980,000	2,807,633,000	50		35	32
52	Boston Safe Deposit & Trust Co	3,173,862,000	2,358,611,000	59	+7	39	400
53	American Fletcher Corp., Indianapolis (o)	3,134,058,000	2,843,172,000	48		87	89
54	First Interstate Bank of California, Los Angeles	3,118,819,000	3,344,718,000	36		30	13
55	Marine Midland Banks, Inc., Buffalo, N.Y. (o)	3,100,000,000	2,812,001,000	49		21	14
56	Norwest Bank Minneapolis NA	3,069,290,000	2,634,137,000	55		36	55
57	CBT Corp., Hartford, Conn. (o)	2,810,102,000	2,437,379,000	58	+1	47	44
58	Mercantile-Safe Deposit & Trust Co., Baltimore	2,733,542,000	2,789,929,000	51		50	309
59	American Security Corp., Washington, D.C. (o)	2,704,244,000	2,262,504,000	62	+3	80	69
60	Indiana National Corp., Indianapolis (o)	2,692,569,000	2,230,320,000	63	+3	91	105
61	CoreStates Financial Corp., Philadelphia (M)	2,564,300,000	2,187,000,000	60		94	37
62	Lincoln First Banks, Inc., Rochester, N.Y. (o)	2,540,733,000	2,444,308,000	57		52	60
63	RIHT Financial Corp., Providence, R.I. (M)	2,339,918,000	1,914,727,000	69	+6	55	147
64	First National Bank, Atlanta	2,338,478,187	2,081,868,000	64		88	66
65	First National Bank, Birmingham, Ala	2,337,033,000	2,271,507,000	61		76	124
66	Texas American Bank/Fort Worth NA	2,225,894,000	2,031,000,000	66		92	118
67	BanCal Tri-State Corp., San Francisco (o)	2,206,163,000	1,809,919,000	71	+4	38	68
68	Seafirst Corp., Seattle (o)	2,113,121,000	1,808,659,000	72	+4	49	19
69	First Kentucky Trust Co., Louisville	2,111,580,000	1,974,438,000	67		81	3,357
70	First Union Corp., Charlotte, N.C. (o)	2,094,697,000	1,815,000,000	70		95	43
71	United Virginia Bankshares, Inc., Richmond (o)	2,039,994,000	1,584,793,000	76	+5	61	50
72	First Oklahoma Bancorp., Inc., Oklahoma City (o)	2,022,848,000	1,570,716,000	77	+5	112	81
73	Fifth Third Bank, Cincinnati	1,891,840,000	1,522,619,000	82	+9	102	202
74	First Wisconsin Trust Co., Milwaukee	1,890,024,792	1,529,442,577	81	+7	68	...
75	Valley National Corp., Phoenix, Ariz. (o)	1,856,991,000	1,543,084,000	80	+5	79	28
76	Hawaiian Trust Co., Ltd., Honolulu	1,830,000,000	1,655,000,000	74		73	...
77	Hibernia Corp., New Orleans (o)	1,824,656,000	1,334,698,000	92	+15	145	191
78	Union National Corp., Mt. Lebanon, Pa. (o)	1,814,390,000	1,552,435,000	79	+1	89	143
79	United Missouri Bank of Kansas City NA	1,806,824,000	1,441,953,000	87	+8	53	204
80	First & Merchants Corp., Richmond, Va. (o)	1,786,482,000	1,658,500,000	73		69	83
81	Central Trust Co. NA, Cincinnati	1,767,089,000	1,407,153,000	89	+8	90	166
82	Fidelity Union Bank, Newark, N.J	1,764,898,000	1,509,108,000	83	+1	62	74
83	First National Bank, Kansas City, Mo	1,731,155,000	1,557,532,000	78		114	226
84	Midlantic National Bank, Newark, N.J	1,711,675,000	1,441,018,000	88	+4	96	97
85	IntraWest Bank of Denver NA	1,680,978,000	1,320,564,000	95	+10	66	112
86	Shawmut Bank of Boston NA	1,645,208,000	1,460,571,000	86		67	90
87	Fleet Financial Group, Inc., Providence, R.I. (o)	1,600,537,000	1,357,928,000	91	+4	109	57
88	Merchants National Corp., Indianapolis (o)	1,556,591,000	1,176,669,000	102	+14	137	144
89	First National Bank, Fort Worth, Tex	1,554,242,000	1,585,375,000	75		71	173
90	Glenmede Trust Co., Philadelphia	1,545,180,857	1,934,619,931	68		135	...
91	First National Bank, Cincinnati	1,532,689,000	1,325,314,000	93	+2	99	188
92	Riggs National Corp., Washington, D.C. (o)	1,445,767,000	1,305,875,000	96	+4	86	58
93	BancOklahoma Corp., Tulsa (o)	1,436,871,000	1,490,586,000	85		124	156
94	First Interstate Bank of Oregon NA, Portland	1,432,819,000	1,223,270,000	97	+3	77	41
95	Central National Bank, Cleveland	1,394,774,000	1,324,569,000	94		97	120
96	Northeast Bancorp, Inc., New Haven, Conn. (o)	1,373,512,000	1,194,799,000	100	+4	113	159
97	Trust Services of America, Inc., Los Angeles	1,364,915,009	2,066,269,000	65		59	...
98	Toledo Trust Co., Ohio	1,310,663,000	1,120,900,000	103	+5	110	217
99	Rainier Bancorp., Seattle (o)	1,295,254,000	1,008,131,000	107	+8	75	36
100	M & I Marshall & Ilsley Bank, Milwaukee, Wis	1,285,328,000	1,365,000,000	90		78	230

(a)—Discretionary assets are assets of accounts over which an institution is authorized—directly or indirectly — to determine what securities or other property shall be purchased or sold by, or for, the account; or makes recommendations as to what securities or other property shall be purchased or sold by, or for, the account, even though some other person may have responsibility for investment decisions. Assets of accounts over which investment discretion is shared with some other person, such as a co-trustee, are included. The date of market value of these assets is either: (1) any one date within the last 60 days of 1982; or (2) the date of the most recent review of each account. (c)—Includes holding companies owning one bank on 12/31/82; bank holding companies that owned one bank at yearend 1981 and became multibank holding companies in 1982; and non-deposit trust companies. (e)—Based on revised data. Rank the company would have had if revised data had been available. (f)—Revised. (k)— Rank is for the subsidiary bank of a one-bank holding company or for the lead bank of the multibank holding company. (M)—Became a multibank holding company in 1982. For purposes of comparison with 1981, holding company figures are used. (o)—A 1-bank holding company at yearend. In Jan. 1983, Provident National Corp. and Pittsburgh National Corp. merged to form a new company, PNC Financial Corp., Pittsburgh. (q)—Acquired by Mellon National Corp. in April 1983. N.A.—Not available.

Trust Department Profitibility: A Sample of National Banks

Dollars in Thousands	NAME OF BANK [Ranked by ratio of trust to trust expenses]	Trust Revenues	Trust Expenses	% Rev. To Exp.	Trust Net Operating Inc. (Loss)	Internal Alloc.	Adjusted Net	% Rev. Plus Alloc. To Exp.	Rank % Rev. Plus Alloc. To Exp.
1	American Fletcher Nat'l Bank & Trust Co., Indianapolis	8,576	5,704	1.504	2,872	1,083	3,955	1.693	2
2	First National Bank & Trust Co., Kalamazoo, Mich	3,380	2,330	1.451	1,050	197	1,247	1.535	6
3	InterFirst Bank Dallas NA	23,409	17,331	1.351	6,078	2,125	8,203	1.473	9
4	First National Bank, Cincinnati	7,525	5,625	1.338	1,900	8	1,908	1.339	20
5	First National Bank, Fort Worth, Texas	10,518	7,885	1.334	2,633	1,094	3,727	1.473	10
6	First National Bank, Birmingham, Ala	9,817	7,413	1.324	2,404	124	2,528	1.341	19
7	United States National Bank, Portland, Ore	11,476	8,801	1.304	2,675	397	3,072	1.349	17
8	First National Bank, Kansas City, Mo	6,390	4,904	1.303	1,486	783	2,269	1.463	12
9	Third National Bank, Nashville, Tenn	5,435	4,268	1.273	1,167	1,365	2,532	1.593	3
10	NS & T Bank NA, Washington, D.C	3,266	2,581	1.265	685	592	1,277	1.495	8
11	Norwest Bank Des Moines NA, Iowa	2,729	2,162	1.262	567	0	567	1.262	26
12	First National Bank, Akron, Ohio	3,122	2,510	1.244	612	0	612	1.244	28
13	Texas American Bank/Fort Worth NA	8,298	6,772	1.225	1,526	107	1,633	1.241	29
14	First Security Bank of Utah NA, Salt Lake City	3,896	3,180	1.225	716	2,224	2,940	1.925	1
15	Omaha National Bank, Neb	5,048	4,143	1.218	905	1,048	1,953	1.471	11
16	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C	25,629	21,073	1.216	4,556	7,637	12,193	1.579	4
17	Security Pacific National Bank, Los Angeles	45,528	38,331	1.188	7,197	9,853	17,050	1.445	13
18	Bank of the Southwest NA, Houston	5,410	4,651	1.163	759	1,755	2,514	1.541	5
19	First Union National Bank, Charlotte, N.C	8,070	6,964	1.159	1,106	1,939	3,045	1.437	14
20	RepublicBank Dallas NA	24,710	21,639	1.142	3,071	4,458	7,529	1.348	18
21	Winters National Bank & Trust Co., Dayton, Ohio	4,342	3,805	1.141	537	589	1,126	1.296	24
22	Michigan National Bank, Lansing	5,278	4,629	1.140	649	901	1,550	1.335	21
23	Virginia National Bank, Norfolk	6,708	6,000	1.118	708	2,265	2,973	1.496	7
24	American National Bank & Trust Co. Chattanoga, Tenn	4,007	3,585	1.118	422	9	431	1.120	35
25	Southeast Bank NA, Miami	10,536	9,510	1.108	1,026	0	1,026	1.108	36
26	IntraWest Bank of Denver NA	11,420	10,486	1.089	934	2,055	2,989	1.285	25
27	First National Bank & Trust Co., Tulsa, Okla	5,040	4,665	1.080	375	1,043	1,418	1.304	23
28	American Security Bank NA, Washington, D.C	9,415	8,718	1.080	697	434	1,131	1.130	33
29	First National Bank, Boston	49,634	46,342	1.071	3,292	14,485	17,777	1.384	16
30	Mercantile National Bank, Dallas	10,185	9,646	1.056	539	3,510	4,049	1.420	15
31	Hibernia National Bank, New Orleans	4,138	4,019	1.030	119	862	981	1.244	27
32	First City National Bank, Houston	13,701	13,502	1.015	199	2,415	2,614	1.194	31
33	Texas Commerce Bank NA, Houston	16,663	16,522	1.009	141	5,376	5,517	1.334	22
34	Bank One of Akron NA, Ohio	719	717	1.003	2	0	2	1.003	41
35	Florida National Bank, Jacksonville	2,467	2,499	0.987	(32)	0	(32)	0.987	42
36	Commerce Bank of Kansas City NA, Mo	3,976	4,081	0.974	(105)	1,057	952	1.233	30
37	Bank of California NA, San Francisco	19,717	20,343	0.969	(626)	880	254	1.013	40
38	Bank of New England NA, Boston	25,391	26,364	0.963	(973)	5,367	4,394	1.167	32
39	First National Bank & Trust Co., Oklahoma City	6,724	6,991	0.962	(267)	1,115	848	1.121	34
40	Shawmut Worcester County Bank NA, Worcester, Mass	3,564	3,802	0.937	(238)	129	(109)	0.971	43
41	National Bank of Detroit	27,249	31,299	0.871	(4,050)	6,815	2,765	1.088	39
42	Equitable Bank NA, Baltimore	4,794	5,535	0.866	(741)	1,300	559	1.101	38
43	Valley National Bank of Arizona, Phoenix	9,482	11,242	0.843	(1,760)	2,934	1,174	1.105	37
44	Bank of America NT & SA, San Francisco	70,456	90,777	0.776	(20,321)	0	(20,321)	0.776	45
45	Maryland National Bank, Baltimore	6,372	8,583	0.742	(2,211)	1,158	(1,053)	0.877	44
46	Shawmut Bank of Boston NA	11,388	23,076	0.494	(11,688)	4,943	(6,745)	0.708	46

The statistical tabulation was prepared under the direction of L. Michael Cacace by Harvey Glassman, Theresia Gerber, and Kenneth J. Hicks.

To Our Readers

American Banker would appreciate your comments on the trust income and trust profitability table in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ Date_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ Title_____

Company_____ Phone_____

Address_____

Trust Income . . .

Continued from page 12

trust income were three other New York companies, and each of these maintained their rankings from the year before. Bank of New York posted $119.2 million, up 27.4% from a year earlier; Chase Manhattan Corp. reported $103.2 million, up 16.5%; and Bankers Trust income totaled $90.5 million, up 21.1%.

While Manufacturers Hanover had the largest gain in trust assets, United Missouri Bank of Kansas City NA registered the largest gain in trust income among the top 100 firms.

United Missouri's trust income rose 92.4% from $7.7 million in 1981, when it ranked 84th, to $14.9 million last year, when it ranked 53d. The large increase is attributable, in part, to the fact that the institution is one of the major custodian banks for money market mutual funds, including the Kemper and Babson groups.

Other Survey Findings

• Total discretionary assets of the 100 largest firms totaled $523.8 billion at yearend 1982, compared with $445.7 billion for the top 100 firms in 1981.

• Total gross trust income of the top 100 firms was $2.63 billion in 1982, compared with $2.29 billion in 1981.

• Gross trust revenue of all insured commercial banks in the nation totaled $3.6 billion in 1982, up 12.5% from $3.2 billion in 1981, according to data from the Federal Reserve Board.

• In terms of trust income, the $2.63 billion generated by the 100 largest firms was equivalent to 73.1% of the $3.6 billion in trust income for all insured banks in 1982. In 1981, the ratio was 71.6%.

• Among the firms included in the top 100, 38 gained in rank when rated by income, while 48 advanced one position or more when ranked by discretionary assets.

Gains in Income Rank

United Missouri Bank of Kansas City NA, which had the largest percentage gain in income, also had the largest gain in rank, moving up 31 places to rank 53d.

It was followed by Bradford Trust Co., New York, which moved up 18 places to 72d.

First Jersey National Bank, Jersey City, advanced nine places to 33d, and the bank attributed the gain to increases in fees from money market mutual funds. It is a major transfer agent for them.

NCNB Corp., Charlotte, N.C., was up eight places to 41st. It was followed by four companies that each moved up seven places: Marine Midland Banks Inc., Buffalo, N.Y., to 21st; Hartford National Corp., Hartford, Conn., to 32d; Marine Trust Co. NA, Milwaukee, to 85th; and Central Trust Co. NA, Cincinnati, to 90th.

Three firms were up six places each: First & Merchants Corp., Richmond, Va., to 69th; First Interstate Bank of Arizona NA, Phoenix, to 82d; and Barnett Banks Trust Co. NA, Jacksonville, Fla., to 83d.

Gains in Asset Rank

The largest gain in rank among the top 100 trust firms in discretionary assets was posted by NCNB Corp.,

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Trust Banking

Wide Variations Persist in Standards for Crediting Trust Balances

By DAVID O. TYSON

NEW YORK — Standards which banks use to credit their trust departments for deposit balances continue to vary widely, a sampling by American Banker shows.

The table on page 18 lists 46 national banks that furnished a copy of the special report form filed with the Office of the Comptroller of the Currency, detailing trust revenues and expenses and other information about trust activities in 1982.

The group is entirely self-selected. Since it is a national bank examination report, the form is not a public document and copies were provided to American Banker voluntarily, along with copies of the annual report of trust assets which all trust institutions submit to federal regulators.

The 46 banks in the list are ranked by operating profit ratios, calculated from the numbers for revenues and expenses the banks themselves reported. This is before any internal income allocations, but even here, there is great variation in what is included as expense.

Even more varied, however, are the policies and practices on giving credit for trust account deposit balances when the profitability of trust departments is calculated.

On the Comptroller's special report form, these were included on an "internal income allocations" line which, added to "gross income from fiduciary activities," gives what the Comptroller labels "total trust income."

Six of the 46 banks in the sample make no such allocations at all.

First National Bank of Boston allocates as much as $14.5 million, the bulk of the adjusted net which the table shows for that institution. In another table on page 16, First of Boston ranked 13th among trust institutions last year on the basis of trust revenues with $49.6 million.

American Fletcher National Bank & Trust Co., Indianapolis, has the most profitable trust department among the 46, based on operating profit ratio alone. Its ratio of trust revenues to expenses was 1.504 last year.

After adjustment for internal allocations, First Security Bank of Utah NA, Salt Lake City, was most profitable. The ratio of its trust revenues plus allocations to expenses was 1.925.

One criticism of the Comptroller's survey is its failure to differentiate the kinds of trust deposit balances.

TrustCompare, the Cates Consulting Analysts Inc. survey of trust profitability sponsored by the American Bankers Assocation, identifies two kinds. They are fiduciary balances, where the bank is obliged to keep cash working for the customer, and nonfiduciary balances, where the size of deposits may enter into negotiations on the fee to be charged.

One of the TrustCompare ratios is the fiduciary balance credit to total trust operating income. The firm says this measures directly the department's efficiency in managing client cash.

TrustCompare does not ignore fiduciary balances, however. To pretax trust operating profit it adds a fiduciary balances credit and subtracts corporate overhead to come up with pretax net income. This, it says, measures a trust department's total contribution to bank earnings.

Cates says it has just finished mailing its TrustCompare results for 1982 to participating banks. It expects to publish its 1982 Peer Group Book within two weeks.

The Comptroller's "internal income allocations" are mostly credits for balances. But they also include fees charged to other banking departments for such items as custodial, pension, and stock transfer services.

Rare Disclosure of Expenses

The quarterly and annual income statements of banks and their holding companies have a separate line for trust income. Their financial statements do not break out trust expenses, however, which makes the special report to the Comptroller interesting.

The trust expenses national banks report on that form are in three components. One is salaries and employee benefits, normally the biggest expense item.

A second is overhead. The Comptroller's Office devotes half a foot of fine print defining what is counted as the trust department's share of overhead, down to the janitor's supplies.

The third item is "other expenses," such as the trust department's share of the chief executive officer's salary, expenses related to use of autos and planes for trust business, and losses from settlements or claims.

The gross amount of losses from settlements, judgments or other claims is broken out separately in the special report. Generally, the bigger the trust department the bigger such losses. It's a cost of doing business. ■

Trust Income . . .

Continued from page 18

Charlotte, N.C., which moved up 20 places in rank to 33d.

It was followed by Hibernia Corp., New Orleans, which rose 15 places to 77th.

Merchants National Corp., Indianapolis, jumped up 14 places to 88th; and Hartford National Corp., Hartford, Conn., jumped up 13 places to 34th.

Two firms rose 10 places each: Trust Company of the West, Los Angeles, to 35th and IntraWest Bank of Denver NA to 85th. Fifth Third Bank, Cincinnati, moved up nine places to 73rd.

Four companies each rose eight places: State Street Bank & Trust Co., Boston, to 17th; United Missouri Bank of Kansas City NA to 79th; Central Trust Co. NA, Cincinnati, to 81st; and Rainier Bancorp., Seattle, to 99th.

Changes in Tabulation

In past years, the American Banker's tabulation consisted of holding companies that owned one bank at yearend, banks, and nondeposit trust companies.

However, in 1982, a large number of one-bank holding copanies became multibank holding companies because of various changes in state law. For example, Illinois holding companies were permitted to control more than one bank, and many New York and regional banking companies established banks in Delaware under the Financial Center Development Act.

To report only the lead bank's trust income and asset figures in 1982 and compare them to the 1981 figures for the corporations would cause serious distortions in the listing. Many of these corporations had nonbank trust subsidiaries. Therefore, in this year's listing, holding companies that owned only one bank at yearend 1981 and became multibank holding companies in 1982, were included in the listing. The special footnote, "M", identifies these companies.

Although banks report to one of three different regulators — either the Office of the Comptroller of the Currency, the Federal Reserve Board, or the Federal Deposit Insurance Corp., depending on their charter — all use the same form for listing assets and revenues, Form FFIEC 001. In surveying the firms, the American Banker asked for the data reported on that form. ■

Money Market Mutual Funds

May 24, 1983

The table below presents certain statistics as of the date indicated for money market mutual funds whose shares are held largely in trust accounts. The information includes the fund size in millions of dollars, average portfolio maturity, percent of portfolio due in seven days or less, and the rates of total return for the preceding seven and 30 days. The table is compiled by Joanne M. Bitterman.

	Size $ Mil.	Average Maturity (days)	% due 7 Days or less	% Rate of Return 7-day	% Rate of Return 30-day
Dreyfus Money Market Instruments:					
Money Market Series	1,164.5	55	12	8.2	8.1
Dreyfus Institutional Money Market Fund:					
Government Securities Series	740.9	90	19	8.1	8.1
Money Market Series	570.2	72	23	8.3	8.2
Federated Group:					
Federated Master Trust	3,143.9	32	11	8.2	8.2
Money Market Trust	2,408.3	29	28	8.2	8.2
Trust for Short-Term U.S. Govt. Sec.	7,349.4	36	39	8.0	8.1
Trust for U.S. Treasury Obligations	2,201.4	33	28	8.0	8.0
Fidelity Money Market Trust:					
U.S. Government Portfolio	675.8	27	48	8.1	8.1
Domestic Money Market Portfolio	1,591.3	20	34	8.3	8.3
Treasury Portfolio	168.7	11	72	8.2	8.1
Institutional Liquid Assets:					
Prime Obligations Portfolio	3,135.7	33	20	8.2	8.3
Government Portfolio	1,316.7	31	47	8.2	8.2
Treasury Portfolio	249.2	29	54	8.1	8.1
Merrill Lynch Group:					
Merrill Lynch Institutional Fund	1,134.2	41	32	8.1	8.2
Merrill Lynch Government Fund	1,593.7	49	7	7.9	7.9
Scudder Cash Investment Trust	962.1	35	12	7.6	7.7
Shearson/American Express Group:					
TempFund	3,509.6	35	14	8.3	8.4
FedFund	1,582.2	34	39	8.3	8.3
T-Fund	887.1	32	37	8.2	8.2
TrustFunds Liquid Asset Trust:					
Treasury Portfolio	667.2	43	27	8.1	8.1
Agency Portfolio	187.0	36	26	8.1	8.1
Commercial Portfolio	98.0	39	10	8.2	8.3
Prime Obligations Portfolio	561.1	44	23	8.2	8.2

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Preston Martin Is Most Active Fed Contender

By ANDREW ALBERT

WASHINGTON — Preston Martin, the number two man on the Federal Reserve Board, is emerging as the most active candidate for the Fed chairmanship as President Reagan's hour of decision nears.

Time is running out for the White House because Paul A. Volcker's four-year term as Fed chairman expires in early August. And it is still uncertain whether the President will reappoint the cigar-smoking central banker or replace him with "his own man."

Nevertheless, Washington's never-ending rumor mill has just finished churning out its latest list of contenders to replace Mr. Volcker. Mr. Martin, the Fed's vice chairman, is quickly rising to the top of that list.

Sen. William Proxmire, D-Wis., says he recently picked up a clue that could mean the White House is ready to name Mr. Martin to head the highly visible central bank.

About a week ago, Mr. Martin paid his first informal visit to Sen. Proxmire, who insists the social call was meaningful.

The senator told reporters Monday that Mr. Martin's casual visit represented a strong signal that the

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Finance Company Review

In today's feature section, four finance company executives discuss major issues affecting their organizations. They are: Finn M.W. Caspersen, chairman of Beneficial Corp.; Robert Lehmann, chairman of Citicorp Person-to-Person; Reece A. Overcash Jr., chief executive officer of Associates Corp. of North America; and Robert Raley, president of the Finance Co. See page.....12
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Finance Companies Expand

Begin Deposit-Taking Businesses to Compete

By LAURA GROSS

NEW YORK — As banks, thrifts, and brokerage firms battle it out for the business of consumers, finance companies are quietly building an arsenal of services and distribution alternatives that may be hard to beat.

For years, the old, familiar names have been transforming themselves

By James R. Jones

from traditional small-loan companies to sophisticated providers of consumer financial services. While most consumer finance firms still see their principal business as the providing of loans, they are increasingly involved in deposit-taking through industrial banks, thrift and loan companies, and, most recently, through the purchase of consumer banks which make no commercial loans.

The dramatic changes which have taken place in this once-sleepy industry are best characterized by the new focus and the new name (chosen this past winter) of its national trade group. The former National Consumer Finance Association is now the American Financial Services Association, or AFSA. Its goal is to become the premier trade group for any kind of company with a consumer lending — and deposit-taking — focus.

As evidence of the first coup in their quiet but active quest to lure new entrants, the trade group's officials boast that Dreyfus Corp., a major New York mutual fund company, will soon become a member. According to Robert B. Evans, president of the 650-member

➳ Competition: Page 20

GMAC Tops Finance Company List Again

Ford Credit Is Second

By L. MICHAEL CACACE

NEW YORK — The finance company industry felt the effects of the economic downturn last year. And, as a result, total capital funds of the top 100 firms in the field rose by only 6.2%, the smallest gain since 1975.

In 1975, capital funds of the top 100 firms rose by only 4.1%. In 1981, capital funds were up 7.3%.

This is one of the findings of the American Banker's annual survey of the finance company industry.

For example, according to Federal Reserve Board data, total equity capital for the entire industry rose only 6.1%

➳ Top 100: Page 26

Central Banks Trading Gold For Profits

Active Use Pioneered By USSR, South Africa

By M.S. MENDELSOHN

LONDON — A growing number of central banks are using their gold reserves for commercial purposes on the international markets, by selling their gold, swapping it, lending it out, or using it as collateral for loans.

This more flexible use of gold is beginning to unlock a previously frozen reserve asset, and the evolution has so far attracted little attention outside the bullion markets.

In the past, gold transactions were for the most part politically motivated. But major producers, such as the Soviet Union and South Africa, pioneered the active, commercial use of gold reserves. And more central banks — including those of Brazil, Uruguay, and Hungary — are now putting their gold to work in similar ways.

Outright sales of gold can be traced in official statistics, but other transactions are more elusive. These increasing central-bank deals include: temporary swaps of gold against foreign exchange to increase liquid assets; the use of gold reserves as collateral to borrow both liquid assets and foreign exchange; and the lending of gold reserves at interest.

In the past, highly publicized official gold transactions were usually motivated either in whole or in part by politics. For example, in 1974 Italy arranged a loan from its European

➳ Gold: Page 2

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SSI *REPORTS:*

PEP Users Stay Ahead in ACH

Saddlebrook, Fla.—The 1983 PEP User Group meeting was held here May 1-4 with 137 representatives of 71 financial institutions attending. During the 2½ days of general meetings, PEP workshops and ACH panel discussions, bankers and ACH directors engaged in a lively exchange of views on CTP Processing; which was included in release 12 at No Additional Charge.

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American Banker ranks the Top 100 Finance Companies

1	General Motors Acceptance Corp., Detroit	5,989,500	5,408,300	1		3,916,100	41,771,100	44,414,700	688,000	6,384,000	77,325,600	9,582,900
2	Ford Motor Credit Co., Dearborn, Mich.	2,921,100	2,849,000	2		1,842,200	15,312,400	16,162,200	228,900	2,056,000	25,961,300	4,290,000
3	Sears Roebuck Acceptance Corp., Wilmington, Del.	1,889,613	1,687,770	3		1,764,613	7,302,641	7,318,164	201,842	88,661	1,000,008	4,676,434
4	General Electric Credit Corp., Stamford, Conn.	1,753,165	1,563,438	5	+1	1,278,410	11,086,339	12,766,231	204,686	3,189,770	11,680,887	2,868,000
5	Household Finance Corp., Prospect Heights, Ill.	1,667,405	1,662,100	4		1,386,946	4,271,301	5,958,465	143,299	1,032,588	1,675,613	898,975
6	C.I.T. Financial Corp., New York	1,429,651	1,428,975	6		1,001,727	5,660,539	6,157,740	129,443	1,582,716	8,879,491	1,450,510
7	Associates Corp. of No. America, New York (b)	1,126,820	1,113,479	7		1,126,820	4,556,499	5,210,350	69,259	1,182,453	7,045,473	1,013,820
8	Commercial Credit Co., Baltimore	1,071,900	1,028,300	9	+ 1	1,071,900	3,758,700	5,185,200	41,600	543,000	5,753,100	1,433,824
9	Avco Financial Services, Inc., Newport Beach, Calif.	980,110	979,110	10	+1	980,110	3,277,000	3,815,000	37,000	0	79,121	1,049,462
10	Beneficial Corp., Wilmington, Del.	960,300	960,300	11		960,300	4,550,400	5,510,000	41,000	352,000	2,238,900	939,200
11	International Harvester Credit Corp., Chicago	940,000	940,000	12		940,000	2,248,000	2,248,000	26,000	352,000	3,840,562	2,008,183
12	Chrysler Financial Corp., Detroit	885,000	885,000	20		885,000	3,000,000	3,000,000	21,000	315,000	8,140,005	2,414,851
13	Montgomery Ward Credit Corp., Wilmington, Del.	832,988	831,066	13		687,988	8,126,649	3,323,543	84,922	0	4,018,316	1,858,900
14	ITT Financial Corp., St. Louis, Mo.	726,562	686,492	14		492,509	3,223,565	3,632,250	72,120	574,076	4,545,036	1,277,801
15	American Express Credit Corp., Wilmington, Del.	646,000	604,000	16	+1	436,000	3,418,000	3,484,000	48,000	49,000	28,042,000	905,000
16	Barclays American Corp., Charlotte, N.C.	630,424	622,088	15		454,114	2,322,124	2,538,823	23,835	377,210	5,244,207	1,249,750
17	J.C. Penney Financial Corp., Wilmington, Del. (b)	613,999	563,342	18	+1	592,125	1,914,024	2,220,817	50,658	0	3,764,436	1,041,807
18	Walter E. Heller International Corp., Chicago	558,895	571,112	17		547,000	4,864,439	6,647,218	16,360	106,704	15,093	1,647,600
19	E.F. Hutton Credit Corp., Greenwich, Conn.	558,818	[illegible]	[illegible]		[illegible]	541,374	558,818	9,408	122,480	288,802	232,500
20	John Deere Credit Co., Reno, Nev. (b)	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	N.A.	N.A.	N.A.	N.A.	N.A.
21	Borg-Warner Acceptance Corp., Chicago	[illegible]	[illegible]	21		[illegible]	[illegible]	2,555,700	36,900	357,500	4,201,900	1,031,000
22	Westinghouse Credit Corp., Pittsburgh	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	2,660,840	51,134	176,304	2,216,469	1,140,000
23	U.S. Bancorp Financial Inc., Portland, Ore.(g)	[illegible]	[illegible]	[illegible]	+78	[illegible]	[illegible]	448,500	7,100	52,400	50,000	0
24	Transamerica Financial Corp., Los Angeles	399,974	376,388	24		258,705	1,473,590	1,681,137	34,357	103,158	905,327	418,500
25	J.I. Case Credit Corp., Racine, Wis.	395,593	382,582	22		294,093	1,621,611	1,660,664	46,611	156,231	1,195,914	823,000
26	Manuf. Hanover Cons Serv, Inc, Huntingdon Valley, Pa.(g)	339,522	234,192	30	+ 4	128,639	897,378	990,163	11,568	173,145	864,259	22,000
27	FinanceAmerica Corp., Allentown, Pa.(g)	299,421	292,025	25		[illegible]	[illegible]	1,685,117	14,902	302,521	1,808,223	0
28	Citicorp Person-to-Person, Inc., St. Louis, Mo.(g)	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	6,686,761	N.A.	2,420,792	2,766,512	13,865,000
29	Gulf Oil Financial Corp., Houston	[illegible]	[illegible]	36	+ 7	[illegible]	[illegible]	1,303,200	33,000	0	5,673,100	802,000
30	Allis-Chalmers Credit Corp., West Allis, Wis.	[illegible]	[illegible]	26		[illegible]	[illegible]	1,387,307	28,300	13,909	N.A.	655,172
31	Dial Corp., Des Moines, Iowa(g)	[illegible]	[illegible]	35	4	[illegible]	[illegible]	1,101,477	27,464	285,504	1,101,889	149,900
32	Mobil Oil Credit Corp., Kansas City, Mo.	248,639	[illegible]	28		248,639	1,095,923	1,127,342	37,698	4,731	16,910,749	1,309
33	Financial Corp. of America, Los Angeles	240,239	193,079	42	+ 9	122,280	85,561	291,282	27,349	0	66,924	35,500
34	Mercantile Credit Corp., New York (b)	236,245	218,586	31		158,745	715,517	718,717	17,679	0	2,168,888	497,000
35	Clark Equipment Credit Corp., Buchanan, Mich.	234,891	245,[illegible]	[illegible]		143,891	960,833	1,029,358	22,865	[illegible]1,714	1,240,903	291,054
36	Fruehauf Finance Co., Detroit	226,[illegible]	211,[illegible]35	[illegible]		[illegible]	480,[illegible]	5[illegible]	[illegible]	[illegible]7,720	21[illegible]	398,000
37	Blue Bell Financial Services, Atlanta	211,336	177,428	40	[illegible]	[illegible]82	[illegible]47	[illegible]39	[illegible]29	[illegible]89	[illegible]58	80,000
38	Merit Financial Corp., Allentown, Pa.	210,[illegible]	210,[illegible]55	[illegible]		[illegible]72	[illegible]83	[illegible]	[illegible]60	[illegible]4	[illegible]05	366,900
39	Crestmark Financial Inc., Novato, Calif.	207,[illegible]25	190,[illegible]96	[illegible]		[illegible]90	[illegible]55	[illegible]45	[illegible]00	[illegible]95	[illegible]04	205,500
40	Honeywell Finance, Inc., Minneapolis	185,[illegible]	181,[illegible]	38		[illegible]85	[illegible]	[illegible]	18,627	0	72[illegible]	524,000
41	General Finance Corp., Evanston, Ill.	178,229	178,902	39		119,557	440,312	461,971	9,144	99,732	464,382	142,000
42	Sunoco Credit Corp., Wilmington, Del.	151,038	150,402	41		151,038	347,409	349,052	23,637	0	N.A.	0
43	Commercial Alliance Corp., New York (b)	135,968	102,364	49	+ 6	78,584	456,000	472,196	13,598	117,866	323,883	342,950
44	Cessna Finance Corp., Wichita, Kan. (b)	122,263	123,114	44		74,263	481,795	535,299	10,150	0	453,943	330,000
45	Carter Hawley Hale Credit Corp., Los Angeles(b)	114,203	103,500	47	+2	105,203	484,834	485,745	11[illegible]	0	1,652,440	600,500
46	May Department [illegible]	[illegible]	102,494	48	+2	113,795	492,406	496,003	11,301	21	45,009	0
47	UT Credit Corp., [illegible]	[illegible]	93,472	53	+ 6	87,644	497,564	510,826	19,172	0	101,442	2,000,000
48	ITT Credit Corp., [illegible]	[illegible],011	77,640	57	+ 9	106,511	621,556	622,783	13,506	27,414	561,124	424,000
49	Union Oil Credit C[illegible]	105,162	121,300	45		95,162	495,686	512,270	13,852	0	2,195,211	484,000
50	Paccar Financial C[illegible]	102,513	[illegible]	[illegible]		72,513	464,440	469,361	8,383	615	613,208	280,000
51	Northwest Acceptanc[illegible]	101,022	92,280	54	+3	64,677	284,271	307,206	8,868	66,440	174,000	145,500
52	USLIFE Credit Corp., [illegible]	99,990	95,955	51		89,695	201,696	238,833	5,855	36,149	N.A.	91,900
53	Leucadia, Inc., New Y[illegible]	96,818	74,220	56	+ 5	84,628	131,030	405,546	12,037	85,416	136,908	79,542
54	USI Credit Corp., New York	82,089	79,940	55	+ 2	80,629	209,896	256,533	3,632	33,790	178,502	29,250
55	Appliance Buyers Credit Corp., Benton Harbor, Mich.	77,935	71,908	61	+6	67,985	267,186	288,885	7,027	3,446	942,576	220,500
56	Midland-Guardian Co., Cincinnati	72,738	73,215	60	+ 4	49,927	108,696	192,221	1,832	52,201	34,823	78,100
57	Fleet Financial Corp., Providence, R.I.(g)	72,034	84,066	64	+ 7	50,806	288,762	306,037	11,413	37,829	575,785	42,000

AT A GLANCE: Who's tops?

1. General Motors Acceptance Corp., Detroit..... $5,989,500
2. Ford Motor Credit Corp., Dearborn, Mich..... 2,921,100
3. Sears Roebuck Acceptance Corp., Wilmington, Del..... 1,889,613
4. General Electric Credit Corp., Stamford, Conn..... 1,753,165
5. Household Finance Corp., Prospect Heights, Ill..... 1,667,405
6. C.I.T. Financial Corp., New York..... 1,429,651
7. Associates Corp. of No. America, New York..... 1,126,820
8. Commercial Credit Co., Baltimore..... 1,071,900
9. Avco Financial Services, Inc., Newport Beach, Calif..... 980,110
10. Beneficial Corp., Wilmington, Del..... 960,300

100 Largest Finance Companies in the U.S. (h)

By Size of Capital Funds Dec. 31, 1982 or Nearest Fiscal Year-End

Rank Dec. 31, 1982		Total Capital Funds (a) 12/31/82	12/31/81	Rank Dec. 31, 1981	Gain in Rank	Capital & Surp. 12/31/82	Receivables Net 12/31/82	Total Assets 12/31/82	Net Income (e) 1982	Deferred Income 12/31/82	Receivables Acquired (f) 1982	Bank Credit (k) 12/31/82
		In Thousands of Dollars										
1	General Motors Acceptance Corp., Detroit	5,989,500	5,408,300	1		3,916,100	41,771,100	44,414,700	688,000	6,384,000	77,325,600	9,582,900
2	Ford Motor Credit Co., Dearborn, Mich.	2,921,100	2,840,000	2		1,842,200	15,312,400	16,162,200	228,900	2,036,000	25,961,300	4,200,000
3	Sears Roebuck Acceptance Corp., Wilmington, Del.	1,889,613	1,687,770	3		1,764,613	7,302,641	7,318,164	201,842	88,661	1,000,008	4,676,434
4	General Electric Credit Corp., Stamford, Conn.	1,753,165	1,553,438	5	+1	1,278,410	11,086,339	12,766,231	204,686	3,189,770	11,660,887	2,868,000
5	Household Finance Corp., Prospect Heights, Ill.	1,667,405	1,662,100	4		1,386,946	4,271,30.	5,958,465	143,299	1,032,588	1,575,613	898,975
6	C.I.T. Financial Corp., New York	1,429,651	1,428,975	6		1,008,727	5,660,539	6,157,740	129,443	1,582,716	8,879,491	1,450,510
7	Associates Corp. of No. America, New York (b)	1,126,820	1,113,479	7		815,656	4,558,499	5,210,351	89,259	1,182,453	7,045,473	1,013,820
8	Commercial Credit Co., Baltimore	1,071,900	1,028,300	9	+ 1	812,800	3,753,700	5,185,200	41,600	543,000	5,753,100	1,433,824
9	Avco Financial Services, Inc., Newport Beach, Calif. (b)	980,110	979,505	10	+ 1	742,757	2,680,635	4,848,050	80,139	406,387	79,121	1,049,462.
10	Beneficial Corp., Wilmington, Del.	960,300	1,053,500	8		910,300	4,256,300	6,063,000	78,300	374,600	2,236,900	939,200
11	International Harvester Credit Corp., Chicago(b)	906,991	916,640	11		672,484	3,662,045	4,090,263	83,545	352,026	3,840,562	2,008,133
12	Chrysler Financial Corp., Troy, Mich.	899,754	894,207	12		664,310	3,034,016	3,751,294	52,216	315,535	8,140,005	2,414,851
13	Montgomery Ward Credit Corp., Wilmington, Del.	832,988	831,066	13		687,988	3,126,649	3,323,543	84,922	0	4,018,316	1,858,900
14	ITT Financial Corp., St. Louis, Mo.	726,552	686,492	14		492,509	3,223,565	3,632,250	72,120	574,076	4,545,036	1,277,801
15	American Express Credit Corp., Wilmington, Del.	646,000	604,000	16	+1	436,000	3,418,000	3,484,000	48,000	49,000	28,042,000	905,000
16	Barclays American Corp., Charlotte, N.C.	630,424	622,088	15		454,114	2,322,124	2,538,823	23,835	377,210	5,244,297	1,249,750
17	J.C. Penney Financial Corp., Wilmington, Del. (b)	613,999	563,342	18	+1	592,125	1,914,024	2,220,817	50,658	0	3,764,436	1,041,807
18	Walter E. Heller International Corp., Chicago	558,895	575,912	17		347,710	4,864,439	6,647,218	16,360	106,704	15,093	1,647,800
19	E.F. Hutton Credit Corp., Greenwich, Conn.	558,818	.....	...		539,929	541,374	558,818	9,408	122,480	288,802	232,500
20	John Deere Credit Co., Reno, Nev. (b)	542,489	447,031	20		447,489	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
21	Borg-Warner Acceptance Corp., Chicago	495,300	425,200	21		253,000	2,405,000	2,555,700	36,900	357,500	4,201,900	1,031,000
22	Westinghouse Credit Corp., Pittsburgh	484,613	454,365	19		316,628	2,555,806	2,660,840	51,134	176,304	2,216,469	1,140,000
23	U.S. Bancorp Financial Inc., Portland, Ore.(g)	408,000	17,652	101	+78	74,000	424,800	448,500	7,100	52,400	50,000	0
24	Transamerica Financial Corp., Los Angeles	399,974	376,388	24		258,705	1,473,590	1,681,137	34,357	103,158	905,327	418,500
25	J.I. Case Credit Corp., Racine, Wis.	395,593	382,582	22		294,093	1,621,611	1,660,664	46,611	156,231	1,195,914	823,000
26	Manuf. Hanover Cons Serv, Inc, Huntingdon Valley, Pa.(g)	339,522	234,192	30	+ 4	128,639	897,378	990,163	11,568	173,145	864,259	22,000
27	FinanceAmerica Corp., Allentown, Pa.(g)	299,421	292,025	25		155,470	1,615,763	1,685,117	14,902	302,521	1,808,223	0
28	Citicorp Person-to-Person, Inc., St. Louis, Mo.(g)	286,464	.....	...		286,464	6,226,920	6,686,761	N.A.	2,420,792	2,769,512	13,865,000
29	Gulf Oil Financial Corp., Houston	284,400	192,000	36	+ 7	117,500	1,272,300	1,303,200	33,000	0	5,673,100	802,000
30	Allis-Chalmers Credit Corp., West Allis, Wis.	274,617	279,571	26		190,173	1,176,176	1,387,307	28,300	13,909	N.A.	655,172
31	Dial Corp., Des Moines, Iowa(g)	253,583	194,478	35	+ 4	193,573	920,209	1,101,477	27,464	285,504	1,101,889	149,900
32	Mobil Oil Credit Corp., Kansas City, Mo.	248,639	253,941	28		248,639	1,095,923	1,127,342	37,698	4,731	16,910,749	1,309
33	Financial Corp. of America, Los Angeles	240,239	133,079	42	+ 9	122,280	85,561	291,282	27,349	0	66,924	35,500
34	Macy Credit Corp., New York (b)	236,245	218,566	31		158,745	715,517	718,717	17,679	0	2,168,888	497,000
35	Clark Equipment Credit Corp., Buchanan, Mich.	234,891	245,035	29		143,891	960,833	1,029,338	22,865	181,714	1,240,903	291,054
36	Fruehauf Finance Co., Detroit	226,617	212,385	33		226,617	489,605	502,387	14,232	147,720	217,604	398,000
37	Blazer Financial Services, Miami	225,336	172,428	40	+ 3	140,823	418,647	555,992	23,267	89,232	488,580	80,000
38	Mack Financial Corp., Allentown, Pa.	223,825	218,255	32		161,725	689,333	719,861	17,601	114,697	1,046,020	366,900
39	Credithrift Financial, Inc., Evansville, Ind.	216,025	198,596	34		157,900	1,056,935	1,254,522	24,004	225,999	1,032,045	205,500
40	Honeywell Finance, Inc., Minneapolis	185,657	181,031	38		153,657	440,520	441,454	18,627	0	729,600	524,000
41	General Finance Corp., Evanston, Ill.	179,229	175,902	39		119,557	440,312	461,971	9,144	99,732	464,382	142,000
42	Sunoco Credit Corp., Wilmington, Del.	151,038	150,402	41		151,038	347,409	349,052	23,637	0	N.A.	0
43	Commercial Alliance Corp., New York (b)	135,968	102,364	49	+ 6	78,584	456,000	472,196	13,598	117,886	323,883	342,950
44	Cessna Finance Corp., Wichita, Kan. (b)	122,263	123,114	44		74,263	481,735	535,299	10,150	0	453,943	330,000
45	Carter Hawley Hale Credit Corp., Los Angeles(b)	114,203	103,500	47	+2	105,203	484,834	485,745	11,677	0	1,652,440	600,500
46	May Department Stores Credit Co., Reno, Nev.(b)	113,795	102,494	48	+2	113,795	492,406	496,003	11,301	21	45,009	0
47	UT Credit Corp., Hartford, Conn.	112,644	93,472	53	+ 6	87,644	497,564	510,826	19,1.2	0	101,442	2,000,000
48	ITT Credit Corp., East Meadow, N.Y.	106,511	77,640	57	+ 9	106,511	621,556	622,783	13,508	27,414	561,124	424,000
49	Union Oil Credit Corp., Los Angeles	105,162	121,300	45		95,162	495,686	512,270	13,862	0	2,195,211	484,000
50	Paccar Financial Corp., Bellevue, Wash.	102,513	.....	...		72,513	464,440	469,361	8,363	615	613,208	230,000
51	Northwest Acceptance Corp., Portland, Ore.(b,g)	101,022	92,280	54	+3	64,677	284,271	307,206	8,868	66,440	174,000	145,500
52	USLIFE Credit Corp., Schaumburg, Ill.	99,990	96,955	51		89,665	201,696	238,833	5,855	36,149	N.A.	91,900
53	Leucadia, Inc., New York	96,618	74,220	58	+ 5	84,628	131,030	405,546	12,037	85,416	136,008	79,542
54	USI Credit Corp., New York	82,089	79,940	56	+ 2	60,629	209,896	256,533	3,632	33,790	178,502	29,250
55	Appliance Buyers Credit Corp., Benton Harbor, Mich.	77,935	71,908	61	+6	67,935	267,186	288,885	7,027	3,446	942,576	220,500
56	Midland-Guardian Co., Cincinnati	72,738	73,215	60	+ 4	49,927	108,696	192,221	1,832	52,201	34,823	78,100
57	Fleet Financial Corp., Providence, R.I.(g)	72,034	64,066	64	+ 7	50,806	288,762	306,037	11,413	37,829	575,785	42,000
58	TranSouth Financial Corp., Florence, S.C.(g)	70,327	65,717	63	+ 5	37,827	235,536	275,932	5,551	29,681	241,957	17,950
59	Carrier Distribution Credit Corp., Syracuse, N.Y.	66,067	56,973	67	+8	57,067	212,024	213,273	10,095	65	1,927,200	500,000
60	Foothill Group, Inc., Los Angeles	63,261	71,178	62	+ 2	43,661	260,430	269,999	4,906	52,580	156,701	167,800
61	Associated Dry Goods Credit Corp., New York(b)	63,246	58,109	66	+5	63,246	188,489	188,571	5,137	0	947,000	312,000
62	Koehring Finance Corp., Brookfield, Wis.	56,872	53,783	69	+ 7	37,860	158,384	169,273	5,244	8,741	182,444	144,000
63	Standard Financial Corp., New York(g)	56,304	44,386	75	+12	45,504	11,875	111,690	6,758	2	93,728	82,000
64	Allied Stores Credit Corp., Boise, Idaho (b)	55,602	46,674	74	+10	45,602	236,652	237,406	8,928	6,189	688,956	402,550
65	FMC Finance Corp., Chicago	55,413	73,949	59		40,413	253,757	274,859	9,464	47,586	198,308	75,000
66	Ingersoll-Rand Financial Corp., Montvale, N.J.	53,432	48,509	72	+ 6	53,432	332,725	371,122	6,165	74,751	353,874	350,000
67	Government Employees Financial Corp., Denver	52,826	55,266	68	+ 1	36,080	130,384	180,150	2,506	12,435	65,026	41,050
68	Congress Financial Corp., New York(g)	50,184	47,104	73	+ 5	30,778	261,098	275,199	5,495	460	700,000	41,750
69	LLC Corp., St. Louis, Mo. (b)	49,365	62,030	65		30,116	103,204	151,411	7,060	580	5,000	N.A.
70	Mellon Financial Services Corp., Oak Brook, Ill.(g)	48,719	39,704	77	+7	46,719	274,265	278,854	3,563	32,045	175,409	0
71	Amoco Credit Corp., Chicago	43,704	93,545	52		43,704	307,590	309,941	10,158	0	1,262,735	327,500
72	Firstmark Financial Corp. Consolidated, Indianapolis	41,798	40,194	76	+4	37,841	225,143	321,399	3,257	28,505	161,134	23,000
73	Budd Financial Corp., Troy, Mich. (b)	39,464	36,887	79	+ 6	30,464	134,100	187,070	2,577	59,467	74,180	100,500
74	Fidelity Acceptance Corp., Minneapolis (b)	38,538	34,855	81	+ 7	32,888	75,184	85,786	4,168	18,273	72,658	36,500
75	Agristor Credit Corp., Elm Grove, Wis.	38,301	34,594	82	+ 7	23,801	132,938	140,965	5,457	42,536	64,942	42,670
76	Deutsche Credit Corp., Bannockburn, Ill.	37,974	34,923	80	+ 4	37,974	216,761	231,195	3,051	17,572	221,473	185,000
77	Transway Finance Co., Savannah, Ga.	36,373	32,455	84	+ 7	15,954	138,309	144,768	3,499	43,144	144,007	60,000
78	Genesco Financial Corp., Nashville, Tenn. (b)	35,580	36,939	78		30,580	76,145	97,063	1,841	0	436,543	20,000
79	Gulf Finance Corp., Atlanta(g)	34,834	28,680	86	+ 7	18,677	107,908	117,218	2,678	39,479	118,194	26,500
80	Kentucky Finance Co., Inc., Lexington	34,716	32,711	83	+ 3	23,826	110,514	119,072	3,418	23,801	207,558	67,800
81	Allied Finance Co., Dallas (b)	33,879	32,345	85	+ 4	21,519	67,418	93,465	1,683	17,218	95,917	53,400
82	Eaton Credit Corp., Cleveland	29,872	49,326	71		29,872	73,175	87,040	4,196	11,195	70,695	70,000
83	CBT Financial Corp., Hartford, Conn.(g)	27,935	28,372	87	+ 4	27,935	N.A.	180,648	313	0	N.A.	0
84	Rosenthal & Rosenthal, Inc., New York	27,035	27,553	88	+ 4	16,635	117,800	127,200	N.A.	N.A.	749,000	74,000
85	Century Acceptance Corp., Kansas City, Mo.	26,775	21,291	92	+ 7	14,851	64,684	67,633	1,601	12,105	44,600	40,500
86	First Manufactured Housing Credit Corp., Albany, N.Y.(g)	26,513	11,318	116	+30	6,513	63,356	66,089	495	39,723	20,452	56,500
87	Signal Financial Corp., Pittsburgh(g)	24,014	23,845	90	+ 3	15,910	106,283	116,240	1,111	11,625	91,213	7,000
88	Maryland National Industrial Finance Corp., Towson(g)	22,916	20,278	94	+ 6	22,916	327,406	341,152	3,208	0	151,986	0
89	Oxford Finance Companies, Inc., Philadelphia	20,993	19,907	97	+ 8	20,993	27,758	38,490	1,093	14,957	13,922	23,500
90	Rainier Credit Co., Seattle(g)	20,968	17,162	102	+12	20,968	120,779	142,394	3,000	12,453	59,228	125,500
91	Heights Finance Corp., Peoria, Ill. (b)	20,953	19,923	96	+ 5	12,384	78,224	86,857	1,433	23,918	12,466	40,500
92	Sunamerica Corp., Cleveland(g)	20,560	.....	...		16,440	303,441	329,003	2,895	47,625	289,026	0
93	Provident Financial Corp., Columbia, S.C.(g)	20,385	18,215	99	+ 6	10,830	53,676	61,891	1,416	896	58,574	46,500
94	First Wisconsin Financial Corp., Milwaukee(g)	20,040	20,018	95	+ 1	13,040	89,824	91,773	22	2,083	1,616,470	90,000
95	Security Finance Corp., Spartanburg, S.C.	19,505	13,713	112	+17	9,205	28,461	33,857	2,343	7,431	895	19,600
96	Slavenburg Corp., New York	19,095	17,740	100	+ 4	18,400	52,020	61,611	439	0	285	50,000
97	Wisconsin Finance Corp., Shawano	18,025	19,406	98	+ 1	11,975	65,625	82,498	1,505	0	99,704	46,500
98	Horrigan American, Inc., Reading, Pa.	17,550	16,278	104	+ 6	8,595	55,163	60,554	1,921	16,867	67,228	49,978
99	Commonwealth Financial Corp., Walnut Creek, Calif.	17,270	16,469	103	+4	7,270	47,956	48,927	1,180	5,355	N.A.	35,000
100	CMC Finance Group, Inc., Charlotte, N.C.(g)	17,215	14,766	108	+ 8	10,165	63,927	70,625	1,699	4,432	91,190	25,000

(a)—Capital funds consist of stockholders' equity plus non-current, subordinated debt in the case of incorporated companies and of partnership funds in the case of unincorporated firms. Minority interest is excluded.
(b)—Year ending on date other than Dec. 31.
(c)—Current figures are for a date different from preceding year.
(e)—Before extraordinary items.
(f)—Gross receivables acquired in year.
(g)—A subsidiary of a domestic banking organization.
(h)—Excludes companies whose primary activity is leasing.
(k)—Bank credit available plus in use.
(x)—Based on revised data. Rank that company would have had if revised data had bee vailable.
R—Revised.
( )—Deficit.
N.A.—Not Available.

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cover 1, p.13-16, 20-22, 26.

Largest Captive Finance Companies (a)

Ranked by Total Capital Funds

As of Dec. 31, 1982 or Nearest Fiscal Year-End

(000's Omitted in $ Figures)

Captive Rank 12/31/82		——Capital Funds—— 12/31/82	12/31/81	Captive Rank 12/31/81	Gain in Rank
1	General Motors Acceptance Corp., Detroit	5,989,500	5,408,300	1	
2	Ford Motor Credit Co., Dearborn, Mich.	2,921,100	2,840,000	2	
3	Sears Roebuck Acceptance Corp., Wilmington, Del.	1,889,613	1,687,770	3	
4	International Harvester Credit Corp., Chicago (b)	906,991	916,640	4	
5	Chrysler Financial Corp., Troy, Mich.	899,754	894,207	5	
6	Montgomery Ward Credit Corp., Wilmington, Del.	832,988	831,066	6	
7	American Express Credit Corp., Wilmington, Del.	646,000	604,000	7	
8	J.C. Penney Financial Corp., Wilmington, Del. (b)	613,999	563,342	8	
9	John Deere Credit Co., Reno, Nev. (b)	542,489	447,031	9	
10	J.I. Case Credit Corp., Racine, Wis.	395,593	382,582	10	
11	Gulf Oil Financial Corp., Houston	284,400	192,000	18	+ 7
12	Allis-Chalmers Credit Corp., West Allis, Wis.	274,617	279,571	11	
13	Mobil Oil Credit Corp., Kansas City, Mo.	248,639	253,941	13	
14	Macy Credit Corp.,New York (b)	236,245	218,566	15	+ 1
15	Clark Equipment Credit Corp., Buchanan, Mich.	234,891	245,035	14	
16	Fruehauf Finance Co., Detroit	226,617	212,385	17	+ 1
17	Mack Financial Corp., Allentown, Pa.	223,825	218,255	16	
18	Honeywell Finance, Inc., Minneapolis	185,657	181,031	20	+ 2
19	Sunoco Credit Corp., Wilmington, Del.	151,038	150,402	21	+ 2
20	Cessna Finance Corp., Wichita, Kan. (b)	122,263	123,114	23	+ 3
21	Carter Hawley Hale Credit Corp., Los Angeles(b)	114,203	103,500	26	+5
22	May Department Stores Credit Co., Reno, Nev.(b)	113,795	102,494	27	+5
23	UT Credit Corp., Hartford, Conn.	112,644	93,472	30	+ 7
24	ITT Credit Corp., East Meadow, N.Y.	106,511	77,640	31	+ 7
25	Union Oil Credit Corp., Los Angeles	105,162	121,300	24	
26	Paccar Financial Corp., Bellevue, Wash.	102,513	.....	...	
27	Carrier Distribution Credit Corp., Syracuse, N.Y.	66,067	56,973	35	+8
28	Associated Dry Goods Credit Corp., New York(b)	63,246	58,109	34	+6
29	Koehring Finance Corp., Brookfield, Wis.	56,872	53,783	36	+ 7
30	Allied Stores Credit Corp., Boise, Idaho (b)	55,602	46,674	40	+10
31	FMC Finance Corp., Chicago	55,413	73,949	32	+ 1
32	Ingersoll-Rand Financial Corp., Montvale, N.J.	53,432	48,509	39	+7
33	Amoco Credit Corp., Chicago	43,704	93,545	29	
34	Budd Financial Corp., Troy, Mich. (b)	39,464	36,887	42	+ 8
35	Agristor Credit Corp., Elm Grove, Wis.	38,301	34,594	43	+ 8
36	Transway Finance Co., Savannah, Ga.	36,373	32,455	44	+ 8
37	Genesco Financial Corp., Nashville, Tenn. (b)	35,580	36,939	41	+4
38	Eaton Credit Corp., Cleveland	29,872	49,326	38	

(a)—Companies whose principal activity consists of financing purchase of products or services sold by the parent company or its subsidiary. (b)—Fiscal year ending on date other than 12/31. (c)—Current figures are for a date different from preceding year. (x)—Based on revised data. Rank company would have had if revised data had been available. (R)—Revised. (N.A.) —Not available.

Largest Finance Companies Below Top 100

As of Dec. 31, 1982 or Nearest Fiscal Year-End

(000's Omitted in $ Figures)

Rank 12/31/82		—Total Capital Funds— 12/31/82	12/31/81	Capital Funds Rank 12/31/81	Gain in Rank
101	Franklin Discount Co., Toccoa, Ga. (c)	17,174	14,659	110	+ 9
102	AmSouth Financial Corp., Birmingham, Ala.(g)	15,413	14,475	111	+ 9
103	Public Finance Service, Inc., Bala Cynwyd, Pa.	15,329	15,442	105	+ 2
104	NCNB Financial Services, Inc., Charlotte, N.C.(g)	15,306	21,249	93	
105	Century Factors, Inc., New York	15,000	14,848	107	+ 2
106	Landmark Fin'l Services, Inc., Silver Spring, Md.(g)	13,310	11,253	117	+11
107	Community Credit Co., Edina, Minn.	13,209	15,430	106	
108	Personal Finance Co, Chicago Heights, Ill. (b)	13,106	13,290	114	+ 6
109	BVA Credit Corp., Richmond (g)	10,716	13,687	113	+ 4
110	American Fletcher Fin'l Services, Inc., Marion, Ind.(g)	10,263	8,980	121	+11
111	Security Mutual Finance Corp., Decatur, Ala.	10,091	8,856	122	+11
112	Family Credit Services, Inc., Tucker Ga.(g)	8,686	6,094	129	+17
113	Gulfco Investment Group, Inc., Marksville, La.(b)	8,162	9,132	120	+7
114	Gibraltar Corp. of America, New York(g)	7,360	7,325	124	+10
115	Pioneer Financial Services, Inc., Kansas City, Mo. (b)	7,196	7,269	125	+10
116	Bancorp Finance of Hawaii, Inc., Honolulu(g)	7,105	.....	...	
117	First Union Commercial Corp., Charlotte, N.C.(g)	6,707	3,681	136	+19
118	Peoples Loan & Finance Corp., Marietta, Ga.	6,694	6,209	128	+10
119	Morris Plan Co., Cedar Rapids, Iowa(b,g)	6,673	6,220	127	+ 8
120	Atlantic Credit Corp., Elizabeth City, N.C.(g)	6,254	5,653	130	+10
121	Carson Investment Co., Wellsboro, Pa. (b)	5,354	5,204	132	+11
122	Mechanics Finance Co., Jersey City, N.J.	5,246	4,843	134	+12
123	General Innkeeping Acceptance Cp., Memphis, Tenn.	5,173	5,372	131	+8
124	Friendly Finance, Inc., Paducah, Ky.(g)	4,120	4,190	135	+11
125	Pioneer Credit Corp , Hartford, Conn.(g)	3,687	3,323	137	+12
126	Pioneer Credit Co., Cleveland, Tenn.	3,205	.....	...	
127	National City Credit Corp., Cleveland(g)	1,718	1,248	140	+13
128	CCB Business Credit, Inc., Pasadena, Calif.(b,g)	277	.....	...	
129	Colonial Business Finance Corp., Waterbury, Conn.(g)	1	1	...	

(b)—Fiscal year ending on date other than 12/31. (c)—Current figures are for a date different than previous year. (g)—A subsidiary of a domestic organization. N.A.—Not available.

Largest Independent or Affiliated Finance Companies (a)

Ranked by Total Capital Funds

As of Dec. 31, 1982 or Nearest Fiscal Year-End

(000's Omitted in $ Figures)

Independent Rank 12/31/82		—Total Capital— 12/31/82	12/31/81	Indpnd't Rank 12/31/81	Gain in Rank
1	General Electric Credit Corp., Stamford, Conn.	1,753,165	1,553,438	2	+1
2	Household Finance Corp., Prospect Heights, Ill.	1,667,405	1,662,100	1	
3	C.I.T. Financial Corp., New York	1,429,651	1,428,975	3	
4	Associates Corp. of No. America, New York (b)	1,126,820	1,113,479	4	
5	Commercial Credit Co., Baltimore	1,071,900	1,028,300	6	+ 1
6	Avco Fin'l Services, Inc., Newport Beach, Calif.(b)	980,110	979,505	7	+1
7	Beneficial Corp., Wilmington, Del.	960,300	1,053,500	5	
8	ITT Financial Corp., St. Louis, Mo.	726,552	686,492	8	
9	Barclays American Corp., Charlotte, N.C.	630,424	622,088	9	
10	Walter E. Heller International Corp., Chicago	558,895	575,912	10	
11	E.F. Hutton Credit Corp., Greenwich, Conn.	558,818	.....	...	
12	Borg-Warner Acceptance Corp., Chicago	495,300	425,200	12	
13	Westinghouse Credit Corp., Pittsburgh	484,613	454,365	11	
14	U.S. Bancorp Financial Inc., Portland, Ore.(g)	408,000	17,652	57	+43
15	Transamerica Financial Corp., Los Angeles	399,974	376,388	14	
16	Manuf Han Cons Serv, Inc, Huntingdon Valley, Pa.(g)	339,522	234,192	16	
17	FinanceAmerica Corp., Allentown, Pa.(g)	299,421	292,025	15	
18	Citicorp Person-to-Person, Inc., St. Louis, Mo.(g)	286,464	.....	...	
19	Dial Corp., Des Moines, Iowa(g)	253,583	194,478	18	
20	Financial Corp. of America, Los Angeles	240,239	133,079	21	+ 1
21	Blazer Financial Services, Miami	225,336	172,428	20	
22	Credithrift Financial, Inc., Evansville, Ind.	216,025	198,596	17	
23	General Finance Corp., Evanston, Ill.	179,229	175,902	19	
24	Commercial Alliance Corp., New York (b)	135,968	102,364	22	
25	Northwest Acceptance Corp., Portland, Ore.(b,g)	101,022	92,280	24	
26	USLIFE Credit Corp., Schaumburg, Ill.	99,990	96,955	23	
27	Leucadia, Inc., New York	96,618	74,220	27	
28	USI Credit Corp., New York	82,089	79,940	26	
29	Appliance Buyers Cred Cp, Benton Harbor, Mich.	77,935	71,908	...	
30	Midland-Guardian Co., Cincinnati	72,738	73,215	28	
31	Fleet Financial Corp., Providence, R.I.(g)	72,034	64,066	31	
32	TranSouth Financial Corp., Florence, S.C.(g)	70,327	65,717	30	
33	Foothill Group, Inc., Los Angeles	63,261	71,178	29	
34	Standard Financial Corp., New York(g)	56,304	44,386	35	+ 1
35	Government Employees Financial Corp., Denver	52,826	55,266	33	
36	Congress Financial Corp., New York(g)	50,184	47,104	34	
37	LLC Corp., St. Louis, Mo. (b)	49,365	62,030	32	
38	Mellon Financial Services Corp., Oak Brook, Ill.(g)	48,719	39,704	37	
39	Firstmark Financial Corp. Consolidated, Indianapolis	41,798	40,194	36	
40	Fidelity Acceptance Corp., Minneapolis (b)	38,538	34,855	39	
41	Deutsche Credit Corp., Bannockburn, Ill.	37,974	34,923	38	
42	Gulf Finance Corp., Atlanta(g)	34,834	28,680	42	
43	Kentucky Finance Co., Inc., Lexington	34,716	32,711	40	
44	Allied Finance Co., Dallas (b)	33,879	32,345	41	
45	CBT Financial Corp., Hartford, Conn.(g)	27,935	28,372	43	
46	Rosenthal & Rosenthal, Inc., New York	27,035	27,553	44	
47	Century Acceptance Corp., Kansas City, Mo.	26,775	21,291	48	+ 1
48	First Manuf'd Housing Credit Cp., Albany, NY(g)	26,513	11,318	72	+24
49	Signal Financial Corp., Pittsburgh(g)	24,014	23,845	46	
50	Maryland Nat'l Ind'l Finance Corp., Towson(g)	22,916	20,278	50	
51	Oxford Finance Companies, Inc., Philadelphia	20,993	19,907	53	+ 2
52	Rainier Credit Co., Seattle(g)	20,968	17,162	58	+ 6
53	Heights Finance Corp., Peoria, Ill. (b)	20,953	19,923	52	
54	Sunamerica Corp., Cleveland(g)	20,560	.....	...	
55	Provident Financial Corp., Columbia, S.C.(g)	20,385	18,215	55	
56	First Wisconsin Financial Corp., Milwaukee(g)	20,040	20,018	51	
57	Security Finance Corp., Spartanburg, S.C.	19,505	13,713	68	+11
58	Slavenburg Corp., New York	19,095	17,740	56	
59	Wisconsin Finance Corp., Shawano	18,025	19,406	54	
60	Horrigan American, Inc., Reading, Pa.	17,550	16,278	60	
61	Commonwealth Financial Corp., Walnut Creek, Calif.	17,270	16,469	59	
62	CMC Finance Group, Inc., Charlotte, N.C.(g)	17,215	14,766	64	+ 2
63	Franklin Discount Co., Toccoa, Ga. (c)	17,174	14,659	66	+ 3
64	AmSouth Financial Corp., Birmingham, Ala.(g)	15,413	14,475	67	+ 3
65	Public Finance Service, Inc., Bala Cynwyd, Pa.	15,329	15,442	61	
66	NCNB Financial Services, Inc., Charlotte, N.C.(g)	15,306	21,249	49	
67	Century Factors, Inc., New York	15,000	14,848	63	
68	Landmark Fin'l Services, Inc., Silver Spring, Md.(g)	13,310	11,253	73	+5
69	Community Credit Co., Edina, Minn.	13,209	15,430	62	
70	Personal Finance Co, Chicago Heights, Ill. (b)	13,106	13,290	70	
71	BVA Credit Corp., Richmond, (g)	10,716	13,687	69	
72	American Fletcher Fin'l Serv., Inc, Marion, Ind.(g)	10,263	8,980	77	+5
73	Security Mutual Finance Corp., Decatur, Ala.	10,091	8,856	78	+ 5
74	Family Credit Services, Inc., Tucker Ga.(g)	8,686	6,094	85	+11
75	Gulfco Investment Group, Inc., Marksville, La.(b)	8,162	9,132	76	+1
76	Gibraltar Corp. of America, New York(g)	7,360	7,325	80	+ 4
77	Pioneer Financial Services, Inc., Kansas City, Mo.(b)	7,196	7,269	81	+4
78	Bancorp Finance of Hawaii, Inc., Honolulu(g)	7,105	.....	...	
79	First Union Commercial Corp., Charlotte, N.C.(g)	6,707	3,681	92	+13
80	Peoples Loan & Finance Corp., Marietta, Ga.	6,694	6,209	84	+ 4
81	Morris Plan Co., Cedar Rapids, Iowa(b,g)	6,673	6,220	83	+ 2
82	Atlantic Credit Corp., Elizabeth City, N.C.(g)	6,254	5,653	86	+ 4
83	Carson Investment Co., Wellsboro, Pa. (b)	5,354	5,204	88	+ 5
84	Mechanics Finance Co., Jersey City, N.J.	5,246	4,843	90	6
85	General Innkeeping Accept. Cp., Memphis, Tenn.	5,173	5,372	87	+2
86	Friendly Finance, Inc., Paducah, Ky.(g)	4,120	4,190	91	+ 5
87	Pioneer Credit Corp., Hartford, Conn.(g)	3,687	3,323	93	+ 6
88	Pioneer Credit Co., Cleveland, Tenn.	3,205	.....	...	
89	National City Credit Corp., Cleveland(g)	1,718	1,248	96	+ 7

(a)—The 100 largest finance companies exclusive of the captive finance companies. (b)—Fiscal year ending on date other than Dec. 31. (c)—Current figures are for different from previous year. (g)—A subsidiary of a domestic banking organization. Based on revised data. Rank company would have had if revised data had been available. R—Revised. N.A.—Not available.

Bank-Related Finance Companies

With Capital Funds Greater Than $4 Million

Rank (a) 12/31/82	(000's Omitted in $ Figures)	Total Capital Funds 12/31/82	Total Capital Funds 12/31/81	Rank (a) 12/31/81	Gain in Rank	Parent
23*	Security Pacific Finance Group, San Diego, Calif.	482,000	382,354	23		Security Pacific Corp., Los Angeles
23	U.S. Bancorp Financial Inc., Portland, Ore.	408,000	17,652	101	+78	U.S. Bancorp, Portland, Ore.
26	Manuf. Hanover Cons Serv, Inc, Huntingdon Valley, Pa.	339,522	234,192	30	+ 4	Manufacturers Hanover Corp., New York
27	FinanceAmerica Corp., Allentown, Pa.	299,421	292,025	25		BankAmerica Corp., San Francisco
28	Citicorp Person-to-Person, Inc., St. Louis, Mo.	286,464	.....	...		Citicorp, New York
31	Dial Corp., Des Moines, Iowa	253,583	194,478	35	+ 4	Northwest Bancorporation, Minneapolis
51	Northwest Acceptance Corp., Portland, Ore.(b)	101,022	92,280	54	+3	Orbanco Financial Services Corp., Portland, Ore.
57	Fleet Financial Corp., Provmdence, R.I.	72,034	64,066	64	+ 7	Fleet Financial Group, Providence, R.I.
58	TranSouth Financial Corp., Florence, S.C.	70,327	65,717	63	+ 5	NCNB Corp., Charlotte, N.C.
63	Standard Financial Corp., New York	56,304	44,386	75	+12	Sterling Bancorp., New York
68	Congress Financial Corp., New York	50,184	47,1XZ	73	+ 5	CoreStates Financial Corp., Philadelphia
70	Mellon Financial Services Corp., Oak Brook, Ill.	48,719	39,704	77	+7	Mellon National Corp., Pittsburgh
79	Gulf Finance Corp., Atlanta	34,834	28,680	86	+ 7	First Atlanta Corp.
83	CBT Financial Corp., Hartford, Conn.	27,935	28,372	87	+ 4	CBT Corporation, Hartford, Conn.
86	First Manufactured Housing Credit Corp., Albany, N.Y.	26,513	11,318	116	+30	First Maryland Bancorp., Baltimore
87	Signal Financial Corp., Pittsburgh	24,014	23,845	90	+ 3	CoreStates Financial Corp., Philadelphia
88	Maryland National Industrial Finance Corp., Towson	22,916	20,278	94	+ 6	Maryland National Corp., Baltimore
90	Rainier Credit Co., Seattle	20,968	17,162	102	+12	Rainier Bancorporation, Seattle
92	Sunamerica Corp., Cleveland	20,560	.....	...		Chemical New York Corp.
93	Provident Financial Corp., Columbia, S.C.	20,385	18,215	99	+ 6	South Carolina National Corp., Columbia
94	First Wisconsin Financial Corp., Milwaukee	20,040	20,018	95	+ 1	First Wisconsin Corp., Milwaukee
100	CMC Finance Group, Inc., Charlotte, N.C.	17,215	14,766	108	+ 8	First Railroad & Banking Co., Augusta
102	AmSouth Financial Corp., Birmingham, Ala.	15,413	14,475	111	+ 9	AmSouth Bancorporation, Birmingham, Ala.
104	NCNB Financial Services, Inc., Charlotte, N.C.	15,306	21,249	93		NCNB Corp., Charlotte, N.C.
106	Landmark Fin'l Services, Inc., Silver Spring, Md.	13,310	11,253	117	+11	Union Trust Bancorp., Baltimore
109	BVA Credit Corp., Richmond	10,716	13,687	113	+ 4	Bank of Virginia Co., Richmond
110	American Fletcher Financial Services, Inc., Marion, Ind.	10,263	8,980	121	+11	American Fletcher Corp., Indianapolis
112	Family Credit Services, Inc., Tucker Ga.	8,686	6,094	129	+97	Citizens & Southern Georgia Corp., Atlanta
114	Gibzaltar Corp. of America, New York	7,360	7,325	124	+10	United Jersey Banks, Princeton, N.J.
116	Bancorp Finance of Hawaii, Inc., Honolulu	71105	.....o...			Bancorp Hawaii, Inc., Honolulu
117	First Union Cmmercian Cosp., Charlotte, N.C.	6,707	3,681	136	+19	First Union Corp., Charlotte, N.C.
119	Morris Plan Co., Cedar Rapids, Iowa (b)	6,673	6,220	127	+ 8	MorAmerica Financial Corp., Cedar Rapids, Iowa,
120	Atlantic Credit Corp., Elizabeth City, N.C.	6,254	5,653	130	+10	Virginia National Bankshares, Norfolk
124	Friendly Finance, Inc., Paducah, Ky.	4,120	4,190	135		Third National Corp., Nashville, Tenn.

*-Data were received too late for incorporation into the listing of the 100 Largest Finance Companies. Rank shown is the rank the company would have had, if the data were received on time.

A Breakdown of Finance Company Receivables by Type (a)

(000's Omitted in $ Figures)

CONSUMER—RETAIL AND REAL ESTATE

1	General Motors Acceptance Corp., Detroit	35,622,800
2	Ford Motor Credit Co., Dearborn, Mich	10,978,800
3	Sears Roebuck Acceptance Corp., Wilmington, Del	7,302,641
4	Citicorp Person-to-Person, Inc., St. Louis (g)	6,175,712
5	General Electric Credit Corp., Stamford, Conn	4,266,992
6	Beneficial Corp., Wilmington, Del	3,995,300
7	Household Finance Corp., Prospect Heights, Ill	3,625,041
8	American Express Credit Corp., Wilmington, Del	3,418,000
9	Montgomery Ward Credit Corp., Wilmington, Del	3,126,649
10	Avco Financial Services, Inc., Newport Beach, Calif	2,320,468

COMMERCIAL—INDUSTRIAL

1	General Motors Acceptance Corp., Detroit	12,778,600
2	Ford Motor Credit Co., Dearborn, Mich	4,088,500
3	International Harvester Credit Corp., Chicago	3,565,977
4	General Electric Credit Corp., Stamford, Conn	3,422,355
5	C.I.T. Financial Corp., New York	2,774,682
6	Walter E. Heller International Corp., Chicago	2,233,451
7	Westinghouse Credit Corp., Pittsburgh	2,110,103
8	Associates Corp. of No. America, New York	2,091,622
9	Borg-Warner Acceptance Corp., Chicago	1,633,200
10	ITT Financial Corp., St. Louis, Mo	1,606,827

INDUSTRIAL & EQUIPMENT LEASING

1	General Electric Credit Corp., Stamford, Conn	3,396,992
2	Commercial Credit Co., Baltimore	946,100
3	McDonnell Douglas Finance Corp., Long Beach, Calif	720,284
4	Greyhound Leasing & Financial Corp., Phoenix, Ariz	646,325
5	UT Credit Corp., Hartford, Conn	497,564
6	C.I.T. Financial Corp., New York	480,049
7	American Express Leasing Corp., New York	474,000
8	Borg-Warner Acceptance Corp., Chicago	432,000
9	Equico Lessors, Inc., Minneapolis	395,877
10	E.F. Hutton Credit Corp., Greenwich, Conn	363,093

FACTORING VOLUME

1	Walter E. Heller International Corp., Chicago	6,850,662
2	C.I.T. Financial Corp., New York	4,603,775
3	Barclays American Corp., Charlotte, N.C	1,476,932
4	Associates Corp. of No. America, New York	1,005,516
5	Congress Financial Corp., New York(g)	701,137
6	Commercial Credit Co., Baltimore	673,000
7	Rosenthal & Rosenthal, Inc., New York	529,000
8	NCNB Financial Services, Inc., Charlotte, N.C.(g)	459,852
9	Clark Equipment Credit Corp., Buchanan, Mich	451,873
10	Fleet Financial Corp., Providence, R.I.(g)	400,292

(a)—A breakdown of net receivables into three operational types: consumer-retail and real estate; commercial-industrial; and industrial & equipment leasing. Factoring receivables or "volume" are reported gross. For some companies, it is not possible to net out unearned discount and loan loss reserves by type. For these companies, the sum of the net receivables shown here, may exceed total net receivables reported in the listing of the "100 Largest Finance Companies." For a detailed definition of the four operation types, see the story which begins on page one.
(g)—Related to a domestic banking company.

The Finance Company Statistics

The American Banker's study of the finance industry is presented in six tables.

• The main listing consists of the 100 largest firms in order of their total capital funds as of Dec. 31, 1982. Capital funds for 1981 are also shown, along with the 1981 rank and gains in rank. The other 1981 data shown in this table are capital and surplus (stockholders' equity); net receivables; total assets; net income; deferred income; gross receivables acquired; and bank credit lines available plus those in use.

• One listing shows the 29 companies ranked below the top 100 firms. This table shows the capital funds for the last two years as well as the firms' rankings in 1981 and 1982.

• Another table lists the 38 captive finance companies in the survey in order of their capital funds.

• A separate table lists the 89 independent or affiliated finance companies in the survey in order of their capital funds.

• There is a listing of all bank-related finance companies with capital funds of $4 million or more. Included in this table is the name of the parent banking company.

• For the third consecutive year, the American Banker presents a table which breaks down the net receivables outstanding at a finance company at yearend into four "types of business" categories: (1) consumer-retail and real estate; (2) commercialindustrial; (3) industrial and equipment leasing; and (4) factoring. The 10 largest companies in each category are given. In the case of leasing companies, only the 10 largest nonbankrelated companies.

Receivables are reported net of loan losses and unearned income, whenever possible. However, some companies, like GMAC, are unable to apportion loan losses and unearned income among the various categories, and these companies report gross receivables. In the case of GMAC, gross receivables are approximately $66 billion greater than net receivables.

For factoring companies, receivables are reported gross. In addition, "volume" figures, or receivables acquired during the year, are used.

Definitions

The definitions used by the American Banker for its new listing of the 10 largest finance companies in four types-of-operations categories are given below.

Receivables include direct loans and paper purchased from manufacturers, wholesalers, and retailers. **Gross receivables** include unearned income and reserves for loan losses, while **net receivables** exclude unearned income and loan-loss reserves.

Consumer-retail and **real estate receivables** are those obtained through the financing of the consumer through direct cash loans or through the purchase of installment sales paper from dealers and retailers. Included are personal loans secured by second mortgages (real estate loans) and open end (revolving) credit.

Commercial-industrial receivables are those obtained through the financing of small- and medium-size businesses, including agribusinesses, through secured short-term loans. In most cases, a firm offers its accounts receivable as security, and the lending arrangement is called "accounts-receivable financing." Inventories or plant equipment also may be used as collateral.

In addition to the short-term accounts-receivables financing, businesses aslo receive fundes on longer-term installment receivables by selling them to finance companies. These are **industrial-sales finance transactions.**

Industrial/equipment leasing is a type of asset-based lending where the lender owns the physical asset to be financed. Generally, longer-term fixed assets are financed by finance companies via leasing.

Factoring is a type of asset-based lending where the lender buys the borrower's receivables and extends funds prior to their collection. The factor usually collects the receivables on a nonrecourse basis. ■

Finance Companies More Than Just Last-Resort Lenders

Continued from page 1

organization, all that remains is for the association's board to receive the application and vote. The group's leaders have already given their informal blessing to the alliance.

During the recent annual AFSA convention in Washington, D.C., chief executives of several key financial services firms were willing to detail some of the strategies they have taken or plan to take to compete in the future:

• Household Finance Corp., Prospect Heights, Ill., has merged 10 of its California consumer finance offices into its $130 million-deposit Household Federal Savings & Loan Association subsidiary, making them branches of the S&L. Household Federal is based in Westminster, Calif.

• Associates Corp. of North America, Dallas, has converted three California loan offices into branches of its affiliate, the $19 million-deposit Associates National Bank, Concord, Calif. There are about 100 more loan offices that could be converted if the experiment is a success. (Associates Corp. and Associates National Bank are both subsidiaries of Associates First Capital Corp., in turn a subsidiary of Gulf & Western Industries Inc., which was the first nonbank firm to buy a bank and spin off the commercial lending operations.)

• Associates First Capital Corp. has signed a letter of intent to purchase an additional depository institution, the $19 million-asset Heritage Federal Savings & Loan Association, Oakland, Calif., and is currently awaiting approval from the Federal Home Loan Bank Board.

• Associates National Bank has very quietly test-mailed 100,000 MasterCard applications to Associates Corp.'s customers in 10 western states. The response rate has been an unheard of 25%, which caused the finance firm's chief executive to note gleefully at the AFSA meeting, "We've discovered a market no one's ever looked at before and we know more about them than anyone. They're our customers."

• Customers of Avco Financial Services, Newport Beach, Calif., who do business with any of the company's industrial banks in Colorado can now use automated teller machines of other financial institutions in the Rocky Mountain Bankcard System. Rocky Mountain Bankcard is also involved in the national Plus network.

• Beneficial Corp., Wilmington, Del., which owns a group of insurance companies, has been test-marketing insurance to its finance company customers and intends to renovate or relocate most of its nearly 1,100 U.S. finance offices starting in the third quarter of 1983.

Nothing Is the Same

Experimentation with new ideas is rampant in what once was known as the consumer finance industry. Industry leaders say that the old nomenclature is as outdated as the idea that it is still a snap to borrow a small amount of money unsecured from any of their companies.

Finn M.W. Caspersen, chairman of Beneficial Corp., was seriously wondering during the convention, "What is a finance company? I don't think there's any such thing anymore. We were the lenders of last resort. Our markets were primarily blue collar, high-risk customers who rented apartments.

"Now, the demographics have changed dramatically. Most borrowers are home owners," Mr. Caspersen observed, relating a focus common today among his counterparts at other finance firms. "And we see ourselves quite simply as retailers of money."

In the past five years, and especially since the new, liberal bankruptcy law became effective in the fall of 1979, finance companies have concentrated on granting second mortgage loans. These lines of credit, secured by home owners' equity, now account for some 50%-60% of the finance industry's total consumer outstandings. Moreover, most finance firms charge interest rates, especially on these credits, that are equal to or only slightly higher than banks.

Viewing the second mortgage as a core product, much as banks have perceived checking accounts, many finance firms plan to cross-sell future services to equity-line debtors.

While all of the major consumer finance firms mentioned here have

selected similar target markets, each company's focus differs slightly from the next. Beneficial, for example, sees its chief second mortgage market as consumers earning $15,000-$20,000 annually, owning their own homes, and, for the most part, living in the suburbs. But Mr. Caspersen describes the overall target as the "two and a half quartiles in the middle of the consumer market."

Household's market comprises those consumers earning $15,000-$50,000. William D. Hendry, president and chief executive of Household Finance Corp., describes them as "those 60% of middle America we have served for the past 100 years."

Associates Corp. primarily deals with families earning $12,500-$25,000, owning their own homes, and earning two salaries, while Avco's market for unsecured credit is made up of consumers earning about $14,000-$15,000 annually, and for secured credit, $18,000-$20,000.

Beneficial and Household both see Sears, Roebuck and Co. as their principal competitor, because, as Mr. Caspersen puts it, "they're in the same demographics."

Neither has any fear of being forced out of the market by Sears, however, just as long as the rules are the same for all players: "Sears is becoming a depository. So are we. We can borrow long or short term in the markets and so can they. As long as we all play on even ground insofar as funds costs are concerned, Household can perform competitively," Mr. Hendry projects.

Owning a Bank

A strong need to address the issue of funds costs is one force behind the push by finance firms into the banking business. While some executives are not sure that, over the long term, consumer deposits will represent a cheaper source of funds than commercial paper and other alternatives, they want to be able to compete on every footing with traditional banking companies.

H. Wallace Merryman, chairman of Avco Financial Services, notes that "offering deposit products can help cement your relationship with the consumer." Yet his firm purchased the $25 million-deposit Anaheim (now Avco) National Bank in California, just for the purposes of housing and expanding the company's credit card business and exporting deregulated California interest rates. Avco has other alternatives for taking deposits.

Finn Caspersen says that the new Beneficial National Bank (U.S.A.), chartered in Wilmington only a few weeks ago, was also developed to house the company's nearly $300 million worth of credit card receivables and to act as a base from which the card business can be dramatically expanded in years to come.

Chartering this kind of bank without commercial lending operations in Delaware, Calif., as well as other states without loan rate restrictions also gives finance firms the capacity to export a high interest rate to credit card customers who live in other states.

Of course, Mr. Caspersen could also collect deposits in that institution, if he wanted to. But he says: "It seems silly to go after new products when we only have 1.5% of the total market for consumer loans [not including credit card outstandings]." Also, he adds, "We do making loans very well. Why should we go off into another business?"

To support his contention that Beneficial isn't currently interested in a broad-based deposit business, Mr. Caspersen points out that "30%-40% of consumers are uncomfortable with checking accounts" and "people who save and people who borrow are entirely different." Observers think Mr. Caspersen might sing another tune if commercial paper costs rise sharply again as they did in the late 1970s.

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Finance Companies Stalk More Than Just Consumer Business

Continued from page 20

Conversely, Household's Mr. Hendry is very interested in consumer deposits — even today — because his goal is for Household "to be perceived as a consumer bank operation. To have under one umbrella all of the products consumers might need, including insurance."

However, Mr. Hendry, too, thinks "we don't want to totally depend on consumer deposits for future growth. That's why we won't chase every deposit." Household has owned the $90 million-asset Valley National Bank, Salinas, Calif., since 1981.

Household currently has about $310 million in deposits from consumers, accepted through its outlets in countries where banking is permitted. The firm operates in the U.S., the United Kingdom, Australia, and Canada.

Contrary to Mr. Caspersen's philosophy, Mr. Hendry remarks, "Any honest banker will tell you the best way to hold a customer is with a checking account. If we can offer that service, the checking customer will naturally turn to us if he or she needs a loan."

And, contrary to both of them, Mr. Merryman of Avco feels "checking deposits are too expensive. We'd rather have savings deposits." Nonetheless, he, too, sees any consumer deposit as a possibly viable alternative source of funds.

Reece A. Overcash Jr., chairman and chief executive officer at Associates Corp. of North America, Dallas, has a "big question in my mind as to whether it's a good idea to try and source funds through a deposit relationship with consumers at a cost lower than the total corporation can through commercial paper."

To find out, Associates is running a yearlong experiment taking deposits in three California loan offices it converted to branches of Associates National Bank. There are another 100 or so loan offices in that state which, thanks to a quirk in California law, can all be converted to deposit-taking thrift and loan branches, or into branches of Associates' bank, if the experiment works.

Furthermore, Associates is interested in acquiring Heritage Federal S&L as "an additional tool to deal with whatever this financial services world will be," Mr. Overcash says. The S&L, he adds, provides a "much more flexible franchise" at the moment than does the bank.

That flexibility is the factor which had Avco's Mr. Merryman quipping during AFSA's convention about converting the $25 million-deposit Avco National Bank into an S&L.

The Fed's Dilemma

Why should an S&L be more attractive to a finance firm than a bank?

Because an S&L owned by a finance company can make commercial loans. The various consumer banks, or, as they have come to be called, nonbank banks, cannot.

Finance firms historically purchase a great number of retail sales contracts from hard goods dealers who sell televisions, refrigerators, cars, boats, and other consumer durables on credit. Such acquisitions represent a major avenue that most of these firms use to source new business, and it is a road that has been closed off to their consumer banks by a Federal Reserve Board opinion about what fact constitutes a commercial loan.

According to two of the officials at the recent convention, the Fed seems to have decided, at least for the moment, that the purchase of such retail installment credit contracts constitutes commercial lending and therefore is off limits to finance company banks.

"We ought to be able to get a clearer definition of what constitutes commercial lending. It doesn't make sense that buying a retail installment contract from a TV dealer is a commercial loan," Mr. Merryman reasons.

Household's Mr. Hendry agrees, only he uses refrigerator dealers as an example. Another executive complains that "it's essentially the same kind of transaction you have when a consumer uses a credit card to purchase goods on credit from a retail store that actually is advancing the credit and being reimbursed by the issuing bank or thrift."

Both Mr. Hendry and Mr. Merryman call the Fed's limitation on purchasing dealer paper "the biggest problem" they have at their consumer banks.

On the other hand, a finance firm's S&L not only gives it the ability to purchase dealer paper but also to acquire troubled associates across state lines. Household has been asked to bid on a few troubled thrifts, but so far, Mr. Hendry says, it hasn't. That doesn't mean it won't, he adds.

The company already owns Household Federal Savings & Loan Association and has applied to change the name to Household Federal Savings Bank, because "the connotation of 'bank' is broader than 'S&L,' " says Mr. Hendry.

"At the present time," he summarizes, "the S&L provides a better vehicle, a more here-and-now vehicle. Eventually, the bank may be just as good. We could always merge the bank into the S&L, but who knows what the future of deregulation will bring?

"We will be ready; we'll have in place various vehicles to take advantage of opportunities as they come along," Mr. Hendry explains.

Mr. Merryman was kidding when he discussed turning in his bank charter for an S&L charter but, depending on how things go at the Fed, it might not be a joke. "With the uncertainty concerning the commercial lending definition and the more liberalized rules for S&Ls, with the benefit of hindsight, a small S&L might have been a better entree into the world of deposit-taking," Mr. Merryman admits.

But, he isn't out to buy one now: "We've got enough on our plate at present; we don't need to start messing around with something else just for strategic insurance," he explains.

In addition to banks and S&Ls, all of the major finance companies have chartered industrial banks and thrift and loan associations in the eight states that permit them to operate. Mr. Merryman, for one, is anxious to see the results of his experiment involving Rocky Mountain Bankcard's ATMs.

All of the players in this industry see these little deposit-takers as yet another alternative in the event that true interstate banking is authorized by Congress.

"If interstate banking came, one alternative might be to turn the 626 offices of Avco Financial Services into branches of the Avco National Bank, but that might not be the way to go," Mr. Merryman hypothesizes.

Aside from performing some sleight of hand with his industrial banks and thrifts, Mr. Merryman's other alternative is technology, whether he rents transaction space for Avco customers on an existing system — such as is the case with Rocky Mountain Bankcard — or buys ATMs of his own.

Mr. Merryman is not alone in think-

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Fruehauf Finance Company 1982 earnings

Fruehauf Finance Company, a wholly-owned subsidiary of Fruehauf Corporation, was organized in 1948 as a pioneer in truck-trailer financing. It now finances the sale and lease of truck-trailers, containers, cranes, and other transportation equipment. In addition, loans are made to customers for working capital and other business purposes.

A copy of the Company's Annual Report is available upon request. The following financial highlights summarize the past two years' operations of Fruehauf Finance Company:

	1982	1981
Net Earnings	$ 14,232,454	$ 16,136,534
Finance Revenue Earned	88,607,437	100,939,593
Capital Funds Employed	226,617,127	212,384,673
Ratio of Earnings to Fixed Charges	1.64	1.53
Customer Receivables Acquired	217,603,573	308,430,165
Customer Receivables Liquidated	399,062,016	318,227,430
Customer Receivables Outstanding	645,825,059	827,283,502
Deferred Finance Revenue	147,720,081	187,459,513

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British . . .

Continued from page 2

between trade unionists and an admixture of liberal, middle-class intellectuals with mildly socialist leanings.

That coalition is now coming apart. The middle-class intellectuals have defected in large numbers to the Social Democratic Party, which has allied itself with the old Liberal Party. Meanwhile, the significant minority of trade unionists who traditionally voted conservative has almost certainly increased.

In those developments it is possible to see the beginnings but not as yet the shape of a new major party, which may come to embrace liberal conservatives, relatively conservative Labour voters, plus those who have already defected from both major parties to the alliance of Social Democrats and liberals. It is likewise possible that the Conservative Party may undergo another evolution, as it has in the past.

Slow Evolutionary Process

But although shifts in the nature of the two-party system can be dimly perceived, the evolutionary process may prove a long one.

At the structural level, the Social Democrats, liberals, and other minority parities would like to see a shift towards proportional representation from the present system, under which 650 constituencies each elect their own member of Parliament. Under that system, the alliance of Social Democrats and liberals might wind up with 20% or more of the total vote, but less than 30 seats, or less than 5% of the seats in the House of Commons.

However, that is precisely why the major parties have consistently opposed proportional representation and can almost certainly be relied on to go on doing so.

There is however, an alternative, and it is possible that this is what a majority of the British electorate has consistently, if only instinctively, been trying to express.

The present system of government in Britain has been described by Lord Hailsham, a former lord chancellor, as "cabinet dictatorship." The electorate is free to change governments at intervals of not more than five years. But during those intervals, the country is effectively ruled by the executive, consisting of the cabinet and the strongly entrenched permanent civil servants whose knowledge of how the system operates, and how to operate it, far exceeds that of transient cabinet ministers.

Ordinary "back bench" members of Parliament are required by custom, though not by law, to vote dutifully for their party, which means that the government of the day can count on its majority almost without fail. It is true that a member of Parliament can "cross the floor" to vote against his own party, but in doing so, he leaves his party. The last time that members exercised their right of rebellion was during the crisis of 1940, when the country's life was literally at stake.

On that occasion, Parliament unseated Neville Chamberlain and put Winston Churchill in his place as prime minister. Yet a growing number of voices can be heard suggesting that party loyalties need and should not be as firmly held as they are now.

Way of Disarming Cabinet

In that view, members of Parliament should be free to vote against their party on a particular issue without necessarily leaving their party, as in the U.S. Congress. The "dictatorship" of the cabinet would be broken, and the legislature would recapture some of its power from the executive, including the civil service.

In wooing the legislature, governments would be obliged to divulge more information to members of Parliament and the public than under Britain's highly secretive form of government.

It is a process that governments of whatever party would clearly try to resist, but there are some signs that it may be beginning to take place.

While Parliamentary committees still have no powers even remotely resembling those of congressional committees, they are slowly but surely extracting more information from reluctant cabinet ministers and public servants. Such a drift, toward a more open and democratic trading of interests, is the evolution most keenly desired by a vocal minority and also, perhaps, by a less articulate majority of British voters. ■

Competition . . .

Continued from page 21

ing about the economies of technological service delivery. "As part of our long-range plans, we are looking into nationwide ATM networks. Remember, we have over 5,000 retail outlets in addition to finance offices nationwide," Mr. Hendry notes, discussing the holding company's (Household International) investment in Von's Supermarkets, Ben Franklin stores, and others.

"If you have plastic and ATMS, either your own or you belong to a switch, that's an advantage in the future world," Mr. Hendry says.

Beneficial is already experimenting with automated cash dispensers for its Command card customers in Ohio. The machines allow access via Beneficial's proprietary plastic to already established credit lines.

Mr. Caspersen says, "We expect to expand that experiment and have one of our banks join a national ATM network. The matter is under negotiation."

Mr. Overcash was the one industry leader, among those interviewed, who was not bullish on automated teller machines: "I'm not sure that technology isn't just a buzzword today. The more important words are 'economic feasibility,' " he insists.

In addition to their future plans for owning or participating in EFT enterprises, most major finance firms are in the process of revamping already sophisticated computer systems to do away with ledger cards and other pieces of paper that clutter up loan offices. Each company is prouder that the next of its system plans.

Household's representatives at the finance meeting were extremely proud of their soon-to-be-completed computer system. By yearend, Household will have completed installing its Century II system (named after the fact that the company has been in business more than 100 years).

Beneficial, which already has a highly advanced system, will spend $35 million-$40 million over the next three years upgrading its computer links. And Avco too will spend the next few years moving to a "cardless environment" via a total renovation of its computer system.

Like their counterparts in the banking industry which today are playing with such technologies, finance company officials will make these new systems marketing-oriented so that their employees can see at a glance the customer's entire relationship and history and can sell whatever seems appropriate from the arsenal of products and services currently being developed. ■

Two Pennsylvania S&Ls Will Merge

Special to the American Banker

RED HILL, Pa. — State Capital Savings and Loan Association, Harrisburg, Pa., is planning to merge into Red Hill Savings and Loan Association headquartered in this Philadelphia suburb, under the name Prestige Financial Savings Association.

State Capital has $387 million in assets and 10 offices. Red Hill has $810 million in assets and 12 offices.

Robert B. Walker, president of Red Hill, said he expects regulatory approvals next month. He would continue as president. E. Leonard Ocks Jr., president of State Capital, would continue as president of the State Capital division of Prestige, J. Edward Weikert, a director and retired president of State Capital, would join the Prestige board.

Mr. Walker said no financial assistance would be involved, and other mergers are being discussed. ■

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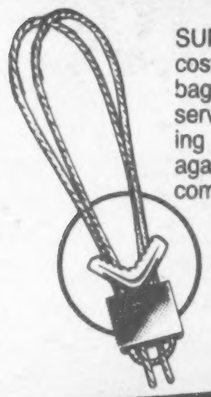

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Top 100 . . .

Continued from page 1

last year; assets were up only 4.7%; commercial receivables outstanding at yearend dropped 0.1%; and finance company consumer installment credit was up only 5%.

The slowdown in finance company business resulted in a modest rise in the total capital funds of the top 100 companies to $36.1 billion on Dec. 31, up from $34 billion a year earlier.

Total capital funds consists of stockholders' equity, which includes retained earnings, and subordinated debt maturing in more than one year.

The slowdown in finance company business made it extremely difficult for the American Banker to conduct its annual survey, because a large number of companies chose not to provide data.

For example, four captive finance companies which ranked among the top 100 firms in 1981 did not participate. They were Sperry Financial Corp., New York, which ranked 27th in 1981 with $267.7 million in capital funds; Goodyear Financial Corp., Wilmington, Del., which ranked 43d with $123.4 million; Conoco Credit Corp., Ponca City, Okla., which was 46th with $106.8 million; and Singer Credit Corp., Stamford, Conn., which was 70th with $50.7 million.

In addition, Seafirst Commercial Corp., Lakewood, Colo., a subsidiary of Seafirst Corp., Seattle, chose not to participate. Seafirst Commercial was the 123d largest finance company in 1981 with $8.7 million in capital funds.

Overall, of the 218 finance companies surveyed by the American Banker, 85 companies, or 39% of the reporting panel, chose not to participate. Usually, a 20% noncompliance rate is the norm.

In addition to the companies that did not report, the data for Security Pacific Finance Group, San Diego, Calif., a subsidiary of Security Pacific Corp., Los Angeles, was received after the reporting deadline. For that reason, it is not included in the listing of the 100 largest finance companies. However, it is listed in the bank-related finance company table on page 16.

At yearend, Security Pacific Finance had $482 million in capital funds — $288 million in capital and surplus and $194 million in subordinated debt — which makes it the largest bank-related finance company and the 23d largest overall.

The company had $1.596 billion in net receivables at yearend; total assets of $1.801 billion; net income of $28.3 million; deferred income of $175 million; gross receivables acquired in the year of $506 million; and $417 million in bank credit lines.

In 1981, Security Pacific Finance ranked 23d in the nation with $382 million in capital funds, and it was also the largest bank-related finance company. The sharp 26% gain in capital funds is attributable to its acquisition last September of Postal Finance Co., Sioux City, Iowa. Postal Finance had $86 million in capital funds at yearend 1981 to rank 55th in the nation.

GMAC Is Number One

General Motors Acceptance Corp., Detroit, the financing arm of General Motors Corp., is the largest finance company in the nation, based on five measures: capital funds — the traditional measure of finance company size; total assets; consumer receivables; commercial receivables; and net income.

GMAC had capital funds of $6.0 billion at yearend 1981, which is more than twice the amount of Ford Motor Credit Corp., Dearborn, Mich., the nation's second largest finance company. FMCC, the financing arm of Ford Motor Co., had $2.9 billion in capital on Dec. 31.

GMAC had assets totaling $44.4 billion at yearend, making it almost three times larger than FMCC in this measure of finance company size. FMCC was second with assets of $16.2 billion.

GMAC with $35.6 billion in consumer receivables is more than three times larger than FMCC, which also placed second in this category with $11.0 billion. GMAC's consumer receivables makes it larger than the largest banking company in consumer lending, Citicorp, New York, which had $27.3 billion in gross consumer loans at yearend.

A consumer receivable is either a direct cash loan to the consumer or purchased installment sales paper from consumer dealers or retailers.

Larger than Bankers Trust

In addition, GMAC, with $12.8 billion in commercial receivables at yearend, is larger than the nation's eighth largest commercial bank lender to businesses, Bankers Trust Co., New York, which had $12.3 billion in commercial and industrial loans at yearend. FMCC again ranked second in this category with $4.1 billion in commercial receivables.

Commercial receivables are the financial company equivalent of loans to businesses.

Last year, GMAC earned $688 million, a gain of 88.4% from 1981 when it earned $365.2 million, to again top all finance companies in net income. FMCC posted a 22.9% gain in income to surpass Sears Roebuck Acceptance Corp., Wilmington, Del., as the second largest finance company in earnings with $228.9 million. Sears income dropped 17.1% last year to $201.8 million to rank third in income.

The survey also shows that, for the second consecutive year, Household Finance Corp., Prospect Heights, Ill., has moved down a notch in the rankings to fifth with $1.67 billion in capital funds. In 1981 it ranked fourth with $1.66 billion in capital, and in 1980 it ranked third with $1.58 billion.

General Electric Credit Corp., Stamford, Conn., a subsidiary of General Electric Co., is now the fourth largest finance company with $1.75 billion in capital, compared with $1.55 billion in 1981 when it ranked fifth.

Other Survey Findings

• The top 100 finance companies consist of 62 independent or affiliated finance companies, with $17 billion in capital funds, and 38 captive finance companies with $19.1 billion.

Captive finance companies are those whose main activity consists in financing sales of their parent firm's products or services. Affiliated companies are subsidiaries of companies but are not captives.

• Of the 62 independent or affiliated companies, 21 are owned by domestic banking organizations. These 21 had $2.22 billion in capital funds, compared with $1.42 billion for 16 companies in this category a year earlier.

• Total capital funds of the 89 largest independent or affiliated companies in the survey totaled $17.3 billion, compared with $15.7 billion for 97 companies in the survey a year earlier.

• As mentioned above, Security Pacific Finance Group maintained its position as the largest bank-related finance company and the 23d largest overall, with capital funds of $482 million.

However, U.S. Bancorp Financial Inc., Portland, Ore., jumped into second place in the bank-related listing, and 24th in the overall ranking, with $408 million in capital funds. This compares with $17.7 million a year earlier when it was the 17th largest bank-related finance company and the 101st largest overall.

Also, U.S. Financial posted the largest gain in capital funds among the top 100 last year. The gain, which was over 2,000%, was attributable to the transfer of all of its parent's nonbank consumer services to the company at yearend.

• FinanceAmerica Corp., Allentown, Pa., dropped from second place to fourth place among bank-related finance companies, with $299 million in capital funds. The company, a subsidiary of BankAmerica Corp., San Francisco, was the 27th largest finance company overall. Manufacturers Hanover Consumer Services Inc., Huntington Valley, Pa., remained in third place with $340 million in capital funds.

• The fifth largest bank-related finance company is Citicorp Person-to-Person Inc., St. Louis, with $287 million in capital funds. The company, a subsidiary of Citicorp, New York, participated in the survey for the first time this year.

• Walter E. Heller International Corp., Chicago, again was the top factoring firm in the nation, with a factoring volume of $6.85 billion, up only 1.3% from $6.76 billion in 1981. In March, Heller sold its two finance units to Fuji Bank Ltd., Tokyo, for approximately $425 million.

• The top nonbank-related industrial and equipment lessor was General Electric Credit Corp., Stamford, Conn., with $3.4 billion in net leasing receivables. The net receivables of bank-related leasing companies are not shown this year. ■

To Our Readers

The American Banker would appreciate your comments on the finance companies statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

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1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

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5. Who else in your company, by title, would find this tabulation useful?

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

Reserve City Bankers Elect Officers

WASHINGTON — John F. McGillicuddy, chairman and chief executive officer of Manufacturers Hanover Trust Co., New York, has been elected president of the Association of Reserve City Bankers.

Mr. McGillicuddy, who will serve from 1983 to 1984, was elected at the association's annual convention held in Boca Raton. He succeeds Roger E. Anderson, chairman of Continental Illinois National Bank & Trust Co. Chicago.

John B.M. Place was elected vice president of the association. Mr. Place is chairman and chief executive officer of Crocker National Bank, San Francisco.

Four new directors were elected to serve three-year terms.

They are: J. David Barnes, chairman and chief executive officer of Mellon Bank, Pittsburgh; Bennett A. Brown, chairman and chief executive officer, Citizens and Southern National Bank, Atlanta; Lewis T. Preston, chairman and chief executive officer, Morgan Guaranty Trust Co., New York; and Carl E. Reichardt, chairman and chief executive officer of Wells Fargo Bank, San Franciso. ■

Empire to Offer Brokerage Services

BUFFALO, N.Y. — Empire of America FS&LA here said it will make brokerage services available to its customers next month through a full-service firm it has acquired.

Services of William M. Cadden & Co., White Plains, N.Y., will be available starting July 11. Later, Cadden branches will be opened in some Empire branches. The subsidiary is licensed in 21 states, has branches in six locations on the East Coast, and a regional office here.

The $6.5 billion-asset Empire has 119 offices in New York, Michigan, Florida, and Texas. ■

Community Bancorp Approval

ST. LOUIS — The Federal Reserve Bank of St. Louis has approved the application of Community Bancorp Inc., Manchester, Mo., to acquire 97.5% of the voting shares of Bank Bismarck, Bismarck, Mo., through a merger with B.O.B. Financial Corp., Bismarck. ■

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Jackie Kleiner: Lawyer, Teacher, And the Bane of the 'Banksters'

By JERRY ADAMS

ATLANTA — Jackie Kleiner was looking for something else in his small law office when he found the plaque. Given to him by New York Law School, it declares him to be "Professor of the Year, 1977-78." A modest honor, but one that makes him proud.

An Interview with . . .

The plaque is a milestone of Mr. Kleiner's comeback from financial ruin in 1977, when he declared bankruptcy after his real estate investments were caught in that market's collapse.

"That was a low point in my life," he told a recent visitor, "because I'd never failed at anything. I had to understand that I was far from perfect, that I'd made an error."

But he came back. In 1978, Mr. Kleiner began to borrow again, getting $435,000 for new real estate investments. Then he watched his loan rates, set at 1% above the prime rate, soar to as high as 21% at the same time that major corporations were getting loans at 3% or 4% below the prime.

He filed suit against First National Bank, Atlanta, the bank that lent him the $435,000, charging breach of contract. Then when First Atlanta came after him with the FBI and a federal grand jury, he got mad — and the nation's bankers have been regretting it ever since.

For Jackie Kleiner, attorney at law, turned his suit into a consumer-fraud crusade against the prime rate. He raised the stakes in the First Atlanta suit by petitioning successfully to make it a class action and to involve a federal racketeering law. He has filed or consulted on 31 similar suits now pending against other banks across the country.

And this January, he sued First Atlanta a second time, filing a personal suit that seeks $40 million in damages from the bank for impugning his reputation and threatening his livelihood.

"None of this would have happened if the bank hadn't taken the low road," he says.

➤➤ Kleiner: Page 9

High Court Rules Banks, Insurers Can Share Directors

Overturns Lower Court Decision Citing Clayton Act Curbs

By ANDREW ALBERT

WASHINGTON — The Supreme Court, in a landmark decision, ruled Wednesday that corporate directors may serve simultaneously on the boards of major banking organizations and insurance firms.

In so doing, the high court handed a victory to the banking and insurance industries and ruled against federal antitrust officials who have been battling since 1975 to prove that such interlocking directorships violate antitrust laws.

The justices voted 5-3 to overturn a lower court decision that such "interlocking" directorates violate the 1914 Clayton Act governing antitrust matters. The Clayton Act specifically forbids individuals from serving simultaneously as directors of two or more large, competing companies.

Ironically, the decision comes at a time when several major insurance companies have announced their intention to operate consumer banks that do not make commercial loans — placing them in direct competition with banking institutions.

In Wednesday's decision — BankAmerica Corp. vs. U.S. — the Supreme Court supported the position of banks and insurance companies, arguing that Congress never intended the Clayton Act to apply to bank directors.

The case first reached the courts in 1975, when federal officials decided to challenge five individuals who held dual directorships linking three of the nation's largest banks with four of the largest insururance firms.

In the original suit, Justice Department officials argued that allowing such "management interlocks" would prove anticompetitive. Banks and insurance companies compete for the same loans, particularly as mortgage lenders.

Furthermore, government attorneys said about 40% of all insurance com-

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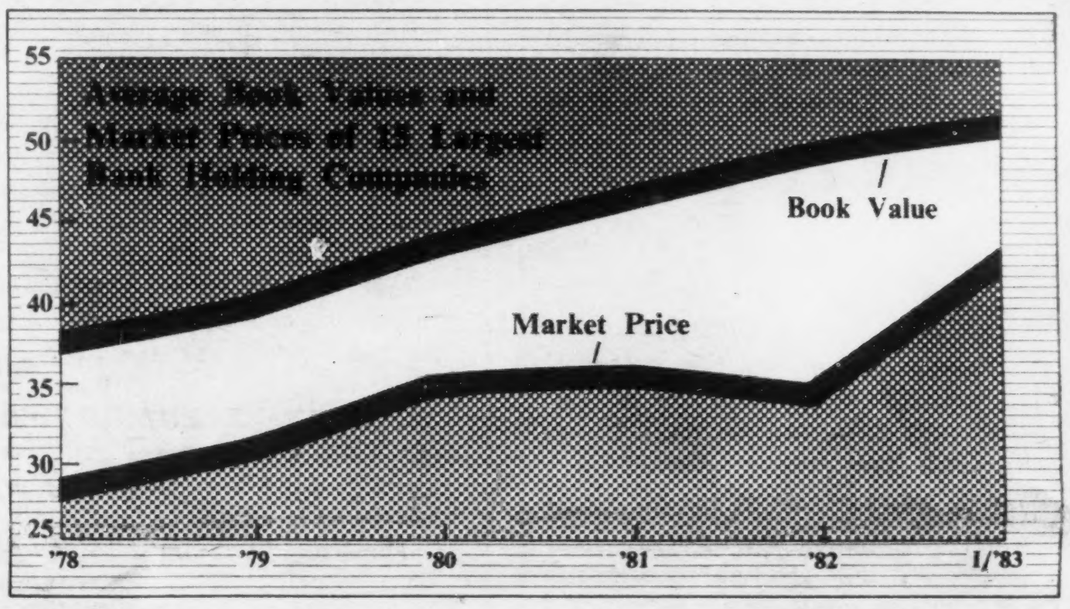

The Market Is Ripe for Bank Stocks

By JOHN P. FORDE

NEW YORK — Last month underwriters for Chemical New York Corp., the nation's sixth largest bank holding company, offered over 3 million common shares to the public. It was the first such common stock offering by a major money center bank in three years.

Three other big bank holding companies also sold stock publicly in May, putting over $300 million in new common bank shares on the open market.

Some observers say that the recent issues, all of which were well received, are a signal to banks that the market

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"There is nothing sinister in so arranging one's affairs to keep taxes as low as possible. Everybody does so, rich and poor; and all do right, for nobody owes any public duty to pay more than the law demands: taxes are enforced exactions, not voluntary contributions. To demand more in the name of morals is mere cant."

Judge Learned Hand

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Trust Banking

Bull Market Brings 20 More to Billion Dollar Shareholder List

By DAVID O. TYSON

NEW YORK — The list of billion dollar shareholders reflects the massive revaluation of financial assets that a bull market in stocks brings about. The ranks of such big investors grew by 20 institutions to 158 in the first quarter.

In the table on page 7 showing holders of more than $1 billion of equity, only 10 institutions reduced their stake in the stock market in the January-March period, according to the 13-F reports filed quarterly with the Securities and Exchange Commission.

Two others on the yearend 1982 list dropped out of the bottom of the table this time when the value of the stock holdings they report fell below the cutoff.

For the rest, stock holdings increased. In some cases, the gain exceeded the average increase in stock prices. In others, the gain was less. The benchmark Standard & Poor's 500 common stock index had a total return of 10.0% in the quarter, assuming dividends were reinvested.

Reasons other than higher or lower market prices can cause an increase or decrease. Examples are new accounts brought into an institution, old accounts withdrawn, a shift between holdings of bonds or other assets and stocks, distribution of estates, conversion of covertible debentures, exercise of warrants and options, and corporate acquisitions for cash.

Yet another reason is the continuing confusion over who reports what in the 13-F program which has been under way since the end of 1978. Most holding companies report for all their affiliates, but not all do so.

For example, eight investment companies in the Investors Diversified Services group file 13-F reports. Only one is on the billion dollar list — Investors Stock Fund Inc., ranked 139th with $1.17 billion assets. If IDS itself reported for all, it would rank 62nd with $3.02 billion.

Morgan Still No. 1

First Interstate Bancorp., Los Angeles, files a report for 20 banks in its system and is understood to have a more acute problem than most 13-F institutions in complying with the SEC requirements. It declines to say why the first quarter 13-F report shows a big drop in assets.

From December through March, the discretionary stock assets that First Interstate reports declined from $7.45 billion to $5.73 billion. It slipped from eighth to 19th in rankings.

In an increase that far exceeded the market average, Chemical New York Corp. rose from 22nd ranking to 13th as it reported discretionary stock holdings up by one-quarter, from $4.98 billion to $6.27 billion. Of the 158 billion dollar shareholders, 66 are banks, bank holding companies, or trust companies.

Chemical officers had no immediate comment on the reasons for the jump.

J.P. Morgan & Co. Inc., parent of Morgan Guaranty Trust Co., New York, remains the biggest shareholder of all by a wide margin. Its position in the stock market was valued at $14.49 billion on March 31, up from $13.70 billion on Dec. 31.

Morgan's investment in stock still is below its peak $16.7 billion at the end of 1980. The gap between those next in line has narrowed somewhat.

College Retirement Equities Fund, the variable annuity affiliate of Teachers Insurance & Annuity Association, remains the second largest with $11.63 billion, up from $10.61 billion.

And Bankers Trust New York Corp. still is ranked third, with $9.57 billion, up from $9.07 billion.

But Citicorp, parent of Citibank NA, slipped from fourth to seventh in the rankings, though its stock assets increased slightly from $8.09 billion to $8.13 billion.

Two Name Changes

Two institutions on the list filed under new names. CIC Asset Management, number 102 with $1.57 billion assets, is reporting now for Continental Corp., the largest casualty insurer. Value Line Inc., number 107 with $1.52 billion stock assets, is reporting for Arnold Bernhard & Co.

One of the newcomers to the billion dollar club is Merrill Lynch Asset Management, which is managing fewer money market fund assets and more equity fund assets these days. It reported $1.07 billion to the SEC, up from $314 million at the end of 1982.

Such investment counseling firms enjoyed some of the biggest gains. T. Rowe Price Associates, the Baltimore firm, moved up from 11th to ninth place. Fayez Sarofim & Co., Houston, got back into the top 10, moving up from 13th to 10th.

Institutions with investment discretion over at least $100 million of equity are required to report such holdings to the SEC within 45 days after the end of each quarter. They use Form 13-F for the purpose.

Equity holdings which are both below 10,000 shares and less than $200,000 in market value are exempt. Consequently, the 13-Fs may understate the total holdings of a bank or other institution.

The 13-F form asks for convertible securities as well as common stock. But Computer Directions Advisors Inc., which has a contract with the SEC to collate the 13-F reports, shows only common stock holdings when it publishes the totals each quarter in Spectrum 3 and Spectrum 4.

CDA furnishes American Banker a list of reporting institutions with the value of their holdings. The billion dollar list is derived from that. ■

Money Market Mutual Funds

June 7, 1983

The table below presents certain statistics as of the date indicated for money market mutual funds whose shares are held largely in trust accounts. The information includes the fund size in millions of dollars, average portfolio maturity, percent of portfolio due in seven days or less, and the rates of total return for the preceding seven and 30 days. The table is compiled by Joanne M. Bitterman.

	Size $ Mil.	Average Maturity (days)	% due 7 Days or less	% Rate of Return 7-day	30-day
Dreyfus Money Market Instruments:					
Money Market Series	1,199.6	61	25	8.2	8.2
Dreyfus Institutional Money Market Fund:					
Government Securities Series	716.3	83	22	8.1	8.1
Money Market Series	550.0	75	13	8.3	8.3
Federated Group:					
Federated Master Trust	3,209.0	29	23	8.3	8.2
Money Market Trust	2,338.2	27	23	8.2	8.2
Trust for Short-Term U.S. Govt. Sec.	7,232.6	43	32	8.2	8.1
Trust for U.S. Treasury Obligations	2,053.4	38	17	8.1	8.0
Fidelity Money Market Trust:					
U.S. Government Portfolio	692.5	37	17	8.2	8.1
Domestic Money Market Portfolio	1,493.2	24	26	8.2	8.3
Treasury Portfolio	203.4	11	80	8.4	8.1
Institutional Liquid Assets:					
Prime Obligations Portfolio	2,953.4	35	18	8.3	8.3
Government Portfolio	1,248.1	34	40	8.2	8.2
Treasury Portfolio	259.0	34	40	8.3	8.2
Merrill Lynch Group:					
Merrill Lynch Institutional Fund	1,082.3	39	25	8.1	8.1
Merrill Lynch Government Fund	1,572.6	44	7	7.7	7.8
Scudder Cash Investment Trust	948.2	35	N.A.	7.7	7.7
Shearson/American Express Group:					
TempFund	3,473.7	36	15	8.4	8.4
FedFund	1,563.6	34	35	8.3	8.3
T-Fund	857.3	33	34	8.3	8.2
TrustFunds Liquid Asset Trust:					
Treasury Portfolio	673.1	39	32	8.2	8.1
Agency Portfolio	183.3	29	26	8.1	8.1
Commercial Portfolio	106.0	31	18	8.3	8.3
Prime Obligations Portfolio	558.1	38	19	8.3	8.2

Text

Harris Municipal Fund Reached Top by Using Bond Swaps

Relying on swapping, Harris Trust & Savings Bank had the best performing long-term municipal bond fund among the largest trust departments in the five years through the first quarter.

In this internal memorandum, the manager of the fund — Bentley M. Myer, assistant vice president — explains what bond swaps are all about in a collective trust for beneficiaries looking for tax exemption.

Much has been written about the various types of swaps that can be undertaken in a managed bond fund. More recently, computer-driven bond simulation models have been developed to evaluate the total rate of return implications from a variety of different swaps.

However, the one aspect that most of this information has neglected is a method of looking at bond swaps within a total portfolio strategy. Our approach is to look at bond swaps within a cyclical period of time, taking into account the upward cycle of interest rates as well as the downward cycle of interest rates.

We are primarily motivated to do this since we have two interests that must be served in our tax-exempt common trust fund; that is, income beneficiary interests and principal remainder interests. Therefore, any swap made should not ultimately benefit one of these groups at the expense of the other.

Our approach begins by attempting to divide an interest rate cycle into two parts. In the first instance, we look at the upward leg of interest rates, similar to the one we have seen for about the last five years.

As this cycle develops we look, in an incremental way, to take advantage of this rising period of interest rates by passing through higher and higher amounts of tax-exempt income to our fund holders, to the temporary detriment of the remainder.

Specifically, we look at swaps that attempt to accomplish several things. They should increase coupon income (increase current return) and, given a positively-sloped yield curve, pick up incremental amounts of yield to maturity (assuming there is no change in overall quality.)

One of the results of these kinds of trades during an upward leg in interest rates is the distribution of losses to the fund holders which is necessary to take advantage of the rising level of interest rates. Every effort is made to maintain that par value and we utilize any cash reserves we may have to maintain that par value.

We then look at what the payback period is (on a present value basis) for the incremental income stream necessary to pay for the dollars added to maintain par value. In this way we provide current income benefits to fund holders who otherwise would be invested in individual tax-free bonds that would keep the same coupons yet may show significant amounts of unrealized losses during most of the term in those bonds.

In for Entire Cycle

One other thing that we consider is what happens to the fund's price volatility (or duration) through swaps such as these. By keeping the maturity extension to a minimum level and providing a fairly large pickup in the coupon we have, for the most part, maintained the average duration of the fund and in some cases actually reduced that duration.

This whole proce is reversed as interest rates decline in a cyclical

➳ Trust Text: Page 7

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

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Trust Notes

In a development of possible long-term significance to the trust business, the Securities and Exchange Commission has proposed allowing performance to be the basis for **investment advisers' fees.**

Commissioners adopted the proposal which will be subject to a comment period for 90 days after it is published in the Federal Register.

The rule would apply only to accounts of individuals and partnerships that exceed $150,000. Investment companies would not be affected.

Some investment advisory firms registered with the SEC are affiliated with banks. Also, if the principle of performance fees is established among investment counseling firms, it might be adapted to trust departments.

■

Karen J. Cole, senior vice president at InterFirst Bank Houston NA, was elected chairman of the Texas Bankers Association Trust Division at its recent convention in Fort Worth.

■

The Investment Weathervane maintained by Kidder, Peabody & Co. Inc. has turned neutral.

In its investment policy bulletin, the firm says the Weathervane "sorts the positive, neutral, and negative points as we expect them to be affecting the stock market in coming months."

The last time Kidder ran through the exercise in mid-February 1982, the Weathervane registered nine positive factors, one neutral and six negative. In mid-May, it read four positive, five neutral, and five negative.

Budget policy is the only factor shifting all the way from positive to neutral in that interval. "A muddling through from here is expected, possibly until after the 1984 election," Kidder says.

But the factor Kidder labels as "international geopolitics" shifted all the way from negative to positive. Kidder sees more serious U.S. and Soviet efforts toward a more peaceful climate.

■

The Putnam Information Sciences Trust is a new mutual fund to invest in companies its sponsors say "are making possible the productivity gains of the information age."

Putnam Management Co. Inc. has priced the fund shares at $15 each in an offering that expires June 23. The Boston firm manages $11 billion in 18 mutual funds and institutional accounts

Putnam said the new fund will focus on six sectors of what it calls the information sciences industry: computer equipment, computer services, electronic components, communications equipment and services, cable broadcasting, television, radio, and publishing and data base information services.

■

Towers, Perrin, Forster & Crosby, New York management consulting firm, says **ERISA excess plans** are becoming more popular among large companies.

Such plans, which have no preferential tax treatment, seek to provide pension benefits not available to higher-paid plan participants because of ceilings imposed by the Employee Retirement Income Security Act.

In a sampling of 76 major industrial firms, Towers Perrin says 71 have ERISA excess plans, compared with 64 in 1982. It says 70 of these use the excess plans to augment defined benefit pension plans, and of these, 10 also use them to augment defined contribution plans.

The Billion-Dollar Stockholders

March 31, 1983

1.	J.P. Morgan & Co., Inc., New York	$14,492.9	81.	Boston Company Inc.	2,073.3
2.	College Retirement Equities Fund, New York	11,631.5	82.	Lincoln First Banks Inc., Rochester, N.Y.	2,036.3
3.	Bankers Trust New York Corp.	9,568.3	83.	First Trust Co., St. Paul	1,999.3
4.	Batterymarch Financial Management, Boston	[8,614.9]	84.	First City Bancorp., Dallas	1,963.0
5.	Donaldson, Lufkin & Jenrette Securities Corp., New York	[8,564.4]	85.	Exxon Corp., New York	1,927.7
6.	State Street Research & Management, Boston	8,509.7	86.	Eaton & Howard, Vance Sanders Inc., Boston	1,917.5
7.	Citicorp, New York	8,134.5	87.	Maryland State Retirement Systems, Baltimore	1,858.9
8.	Prudential Insurance Co., Newark, N.J.	7,941.8	88.	Metropolitan Life Insurance Co., New York	1,844.6
9.	T. Rowe Price Associates, Baltimore	7,337.0	89.	Dreyfus Corp., New York	1,844.5
10.	Fayez Sarofim & Co., Houston	7,123.0	90.	Mercantile Bancorp. Inc., St. Louis	1,778.7
11.	Putnam Management Co., Boston	7,059.1	91.	Hartford National Bank & Trust Co.	[1,765.8]
12.	Wells Fargo Bank NA, San Francisco	[6,877.9]	92.	Endowment Management & Research, Boston	1,745.5
13.	Chemical New York Corp.	6,268.1	93.	Connecticut Bank & Trust Co., Hartford	1,720.7
14.	Capital Guardian Trust Co., Los Angeles	6,195.4	94.	Gulf Oil Corp., Pittsburgh	1,713.5
15.	Bank of California NA, San Francisco	6,105.8	95.	Brundage, Story & Rose, New York	1,700.9
16.	Morgan Stanley Inc., New York	6,001.8	96.	David L. Babson & Co., Inc., Boston	1,698.3
17.	Wellington/Thorndike, Boston	5,936.0	97.	Hong Kong & Shanghai Banking Corp., New York	1,644.9
18.	Harris Trust & Savings Bank, Chicago	5,877.2	98.	Interfirst Corp., Dallas	1,639.9
19.	First Interstate Bancorp., Los Angeles	5,733.8	99.	Allstate Insurance Co., Northbrook, Ill.	1,611.1
20.	Manufacturers Hanover Corp., New York	5,659.6	100.	Fred Alger Management Co.Inc., New York	1,609.3
21.	Equitable Life Assurance Society, New York	5,445.8	101.	Fidelcor Inc., Philadelphia	1,598.1
22.	Travelers Corp., Hartford	5,438.3	102.	CIC Asset Management, New York	1,573.2
23.	Mellon National Corp., Pittsburgh	5,284.3	103.	• Invesco Capital Management Inc.	1,555.8
24.	Chase Manhattan Corp., New York	5,134.7	104.	Brown Brothers Harriman & Co., New York	1,548.5
25.	California Public Employees Ret. System, Sacramento	5,126.5	105.	Weiss, Peck & Greer, New York	1,534.9
26.	Crocker National Corp., San Francisco	4,838.1	106.	BEA Associates Inc., New York	[1,530.5]
27.	U.S. Steel & Carnegie Pension Fund, Pittsburgh	4,763.2	107.	Value Line Inc., New York	1,525.0
28.	Delaware Management Co. Inc., Philadelphia	4,641.9	108.	Torchmark Corp., Birmingham, Ala.	1,523.6
29.	American National Bank & Trust Co., Chicago	4,588.9	109.	Bank of New England Corp., Boston	1,512.4
30.	Northern Trust Corp., Chicago	4,576.2	110.	Dodge & Cox Inc., San Francisco	1,508.6
31.	Capital Research & Management Co., Los Angeles	4,543.8	111.	Colorado Public Employees Retirement Assn., Denver	1,480.8
32.	Jennison Associates Capital Corp., New York	4,451.8	112.	Trust Co. of Georgia, Atlanta	1,437.6
33.	New York State Teachers Retirement, Albany	4,320.9	113.	Lazard Freres & Co.,New York	1,406.9
34.	Scudder Stevens & Clark, New York	4,292.1	114.	Berkshire Hathaway Inc., Omaha	1,400.1
35.	Loomis, Sayles & Co., Inc., Boston	4,286.6	115.	Mercantile Bankshares Corp., Baltimore	1,399.8
36.	FMR Corp., Boston	4,215.0	116.	Glenmede Trust Co., Philadelphia	1,395.2
37.	National City Bank, Cleveland	4,175.6	117.	American Telephone & Telegraph Index Fund, New York	1,375.6
38.	AmeriTrust, Cleveland	4,055.1	118.	• Century Capital Associates, New York	1,365.3
39.	State Farm Mutual Automobile Ins. Co., Bloomington, Ill.	3,850.2	119.	Norwest Bank, Minneapolis	1,355.9
40.	Kemper Financial Services, Chicago	3,841.1	120.	Bethlehem Steel Pesion Trust, Bethlehem, Pa.	1,346.2
41.	General Electric Pension Trust, Stamford, Conn.	3,833.7	121.	Harvard University, Cambridge, Mass.	[1,327.5]
42.	Forstmann-Leff Associates, New York	3,806.7	122.	Criterion Management Co., Houston	1,312.3
43.	Lord, Abbett & Co., New York	3,732.6	123.	• Colonial Management Associates Inc., Boston	1,311.3
44.	Cigna Corp., Hartford	3,630.5	124.	Columbia Management Co., Portland, Ore.	1,310.4
45.	Centerre Bancorp., St. Louis	3,566.6	125.	Fifth Third Bank, Cincinnati	1,308.1
46.	Eberstadt Asset Management, New York	3,559.1	126.	Texas Commerce Bancshares Inc., Houston	1,302.2
47.	Bank of Boston Corp.	3,545.0	127.	Miller, Anderson & Sherrerd, Bala Cynwyd, Pa.	1,296.3
48.	Sears Investment Management Co., Chicago	3,533.8	128.	Boatmen's Bancshares Inc., St.Louis	1,295.1
49.	University of California, Berkeley	3,520.5	129.	Shawmut Corp., Boston	1,292.7
50.	Stein Roe & Farnham, Chicago	3,508.3	130.	• Investors Research Corp., Kansas City, Mo.	1,280.0
51.	Fiduciary Trust Co., New York	3,464.8	131.	Wachovia Corp., Winston-Salem, N.C.	1,269.0
52.	Neuberger & Berman, New York	3,458.9	132.	NCNB Corp., Charlotte, N.C.	1,260.4
53.	Bank of New York	3,433.1	133.	Lehman Brothers Kuhn Loeb Inc., New York	1,236.1
54.	United States Trust Co., New York	3,386.5	134.	• Bernstein Macaulay Inc., New York	1,214.1
55.	E.I. duPont de Nemours, Wilmington, Del.	3,308.7	135.	• American Financial Corp., Cincinnati	1,197.1
56.	Teledyne Inc., Los Angeles	3,268.2	136.	Pittsburgh National Bank	1,189.5
57.	Pioneering Management Corp., Boston	3,250.5	137.	First National Bank of Minneapolis	1,176.9
58.	MacKay-Shields Financial Corp., New York	3,220.6	138.	Rhode Island Hospital Trust, Providence	1,168.4
59.	First Chicago Corp.	3,179.3	139.	• Investors Stock Fund Inc., Minneapolis	1,167.0
60.	Texas Teacher Retirement System, Austin	3,103.6	140.	• General American Investors Co. Inc., New York	1,156.3
61.	Aetna Life & Casualty Co., Hartford	3,078.1	141.	• Security Pacific Corp., Los Angeles	[1,144.5]
62.	NBD Bancorp. Inc., Detroit	3,014.6	142.	Comerica Inc., Detroit	1,143.4
63.	Alleghany Corp., New York	3,008.7	143.	Capital Supervisors Inc., Chicago	1,137.8
64.	Oppenheimer Holdings Inc., New York	2,993.2	144.	• National Securities & Research Corp., New York	[1,121.7]
65.	Continental Illinois National Bank & Trust Co., Chicago	2,951.0	145.	• Gulf & Western Industries Inc., New York	1,085.4
66.	Wilmington Trust Co., Del.	2,863.2	146.	• First Manhattan Co., New York	[1,074.0]
67.	Rosenberg Capital Management, San Francisco	2,807.5	147.	• Wright Investors Service, Bridgeport, Conn.	1,071.2
68.	Massachusetts Financial Services Co., Boston	2,758.6	148.	• IntraWest Bank of Denver NA	1,071.0
69.	American General Corp., Houston	2,709.9	149.	• Merrill Lynch Asset Management, New York	1,070.4
70.	TCW Asset Management Co., Los Angeles	2,692.5	150.	First Kentucky National Corp., Louisville	1,063.2
71.	Girard Bank, Philadelphia	2,683.9	151.	• Central Trust Co. NA, Cincinnati	1,057.5
72.	RepublicBank Corp., Dallas	2,633.2	152.	• USF&G Inc., Baltimore	[1,049.9]
73.	Wisconsin Investment Board, Madison	2,592.3	153.	• First Wisconsin Corp., Milwaukee	1,046.3
74.	Manufacturers National Bank., Detroit	2,522.2	154.	• Citizens & Southern National Bank, Atlanta	1,036.5
75.	Ohio State Teachers Retirement Board, Columbus	2,435.7	155.	Nationwide Mutual Insurance Co., Columbus, Ohio	1,026.2
76.	J.& W. Seligman & Co., New York	2,383.6	156.	Robert Wood Johnson Foundation, Princeton, N.J.	1,017.9
77.	Provident National Corp., Philadelphia	2,340.6	157.	Wertheim & Co.Inc., New York	1,017.7
78.	State Street Boston Corp.	2,242.6	158.	• Texas American Investment Services Inc., Ft.Worth	[1,014.6]
79.	First Pennsylvania Bank, Philadelphia	2,230.8			
80.	BankAmerica Corp., San Francisco	2,175.8			

Source: 13-F reports to the Securities and Exchange Commission, as collated by Computer Directions Advisors Inc., Silver Spring, Md.
• Denotes institution not in list for previcus quarter.
Equity holdings for earlier quarter-ends are in brackets. CDA did not receive latest quarterly reports from SEC in time for publication.

Trust Text . . .

Continued from page 6

fashion. During this phase of an interest rate cycle, emphasis is put on reducing coupons, maintaining or again slightly extending maturities, but now picking up par value by utilizing the gains derived from the sale of the higher coupon bond purchased during the upward leg of interest rates.

An effort is made here to maintain yield to maturity and quality while passing through gains to the unit holders. Also, with increased par value, we try to at least match the gross income flow so that there will not be any significant decline in the income per unit.

What is really being accomplished through this declining interest rate period is the recapturing of market value (ultimately available for remaindermen) which offsets the losses suffered earlier when interest rates were rising.

The tax benefits to the income beneficiary from earlier distribution of realized losses are reversed by the second step of distributing gains. In other words, each participant in our tax free fund is viewed as being in that fund for an entire interest rate cycle. If this is not a reasonable expectation, then an account should probably not participate in the fund.

When the cycle is complete, our goal is to have achieved an incremental income gain and principal return over a "market" index. In this way, our income beneficiaries have derived some benefit while the remainder interests have been taken into account. ■

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American Banker

The Only Daily Banking Newspaper

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Treasury Drafts Loophole-Closing Legislation

By JAY ROSENSTEIN

WASHINGTON — The Reagan administration plans to send to Congress within about a week its blueprint for settling disputes over who can own a bank, where, and what powers the industry should have.

Work on a draft bill is being prompted by innovations in the marketplace as well as in state legislatures, which have helped reshape the lines of competition between banks, nonfinancial firms, and others.

The legislative proposals under consideration are part of a revision to a bill recommended by the administration more than a year ago that would dramatically expand the powers of bank holding companies by permitting them, through separate subsidiaries, to engage in virtually any financial service.

Treasury Department General Counsel Peter J. Wallison met Tuesday, at the invitation of the American Bankers Association, with about 50 representatives of financial industry trade groups in a closed-door session to discuss the current status of the bill.

According to interviews later in the

➳ Loophole: Page 31

Citibank, Bank of America Are Top Lenders

Citi No. 1 in Business, Overseas; BofA Leads in Consumer, Farm Loans

By L. MICHAEL CACACE

NEW YORK — Who are the top U.S. commercial banks in business, foreign, agricultural, real estate, and consumer lending?

Citibank NA, New York, is the top bank lender to business and to foreigners, while the Bank of America NT&SA, San Francisco, is number one in agricultural, real estate, and consumer lending.

These are some of the findings of the American Banker's newly expanded survey of the top lenders, published today. The survey has been enlarged to cover foreign lending, agricultural lending, real estate lending, and consumer lending by commerical banks. Previously, the survey focused solely on business loans.

The survey is based on Dec. 31, 1982, data from schedule A of the Report of Condition, or call report, submitted by banks to the federal regulatory agencies. The data were supplied to the American Banker by the network services division of Automatic Data Processing, New York. The network services division offers remote computing services and specialized data bases in economics, finance, banking, and securities.

Citibank had $40.7 billion in commercial and industrial loans at yearend 1982. It was also the top business lender in 1981, with $38 billion in these loans. Over two-thirds of Citibank's business loans, or $27.4 billion, were to foreign businesses. And the remainder, or $13.3 billion, were to U.S. firms.

➳ Top Lenders: Page 34

Mercantile, Southwest Plan Merger

By TERESA CARSON

NEW YORK — Mercantile Texas Corp., Dallas, and Southwest Bancshares Inc., Houston, will combine, creating the third largest banking company in Texas, the two companies announced Tuesday.

The $9.8 billion-asset Mercantile, fifth largest in Texas, controls 27 Texas banks. The $7.1 billion-asset Southwest, sixth largest, has 36 banks. Despite the size of the merger, it is not expected to run into trouble from bank regulators.

Gene H. Bishop, the widely respected chairman of Mercantile, will be chief executive of the new company. Chairman John T. Cater of Southwest,

➳ Texas: Page 39

Drop in Number of Banks Predicted

Industry Observers Anticipate One-Third Decline by 1990

By LAURA GROSS

NEW YORK — By 1990 the number of banks in the nation will decline by almost one-third, from 15,000 today to 9,600 seven years from now, according to a consensus of bankers, investment bankers, regulators, legislators, executives of nonbanks, and financial analysts.

Their projections form the basis for a new survey released Tuesday by Arthur Andersen & Co., the consulting firm, and the Bank Administration Institute. The cost of the survey, which has been in progress for a year, was not disclosed.

In addition to looking to the future through the eyes of about 300 industry participants and observers, the report, called "New Dimensions in Banking: Managing the Strategic Position," points out misperceptions among the various intermediaries about the business plans of their competitors.

Furthermore, the survey details 13 strategic success factors which BAI and Andersen believe will improve a bank's ability to differentiate itself and operate profitably in the 1980s.

Using the Delphi forecasting method to predict future trends, the survey projects that smaller banks with under $100 million in assets will experience a 41% decline in number to 7,800; medium-size banks in the $100 million- to $1 billion-asset range will decline 12% in number to 1,550; and large banks with over $1 billion in assets are

➳ BAI: Page 10

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SSI *REPORT*

OBJECTIVE CSSII

The 1983 Corporate Shareholder System User Meeting was held in Lake Tahoe, Nev., June 19-22. Over 125 corporate representatives participated in the final design for the recently announced Comprehensive Securities System (CSSII) package.

Diane Olson of CENTEL Corp., chairman of the CSS User Board, in her welcome address, called attention to the unique opportunity for users to have such a great amount of input into the design and structure of this new system. She challenged the attendees to capitalize on that opportunity and make CSSII the ultimate system for their needs.

CSSII is being jointly developed by SSI and CSS Users. CSSII will process the broadest range of fiduciary instruments with the latest technology. CSS Users have long maintained the leadership position in the shareholder recordkeeping arena and CSSII will capitalize on that experience with a system for the 90's.

For Details, Contact
John Finch, VP, Stockholder Systems, Inc.
1965 N. Park Pl., Atlanta, GA 30339
404/952-3387

FHLBB Issues Net Worth Certificates

Washington Bureau

WASHINGTON — The Federal Home Loan Bank Board Tuesday announced that it has issued a second round of approvals for net worth assistance applications from savings and loan associations.

Six associations have been issued promissory notes in exchange for net worth certificates as authorized by the 1982 Depository Institutions Act, intended to stabilize the thrift industry.

PThe FHLBB was relatively slow with its first round of approvals for net worth assistance, following a similar action by the Federal Deposit Insurance Corp. by five months. However, the the newest issuance of promissory notes by the FHLBB came less than one month after the first.

In a release concerning the recent approvals, the Bank Board identified the associations and the amounts they received as follows: Metropolitan Federal Savings and Loan Association, Denville, N.J., $725,000; Brooklyn Federal Savings and Loan Association, N.Y., $250,000; The Homestead Savings and Loan Association, Utica, N.Y., $300,000; Bankers Federal Savings and Loan Association, New York City, $825,000; Northern Virginia Savings and Loan Association, Arlington, Va., $1,275,000; and Nile Valley Federal Savings and Loan Association, Scottsbluff, Neb., $125,000. ■

Berry and Boyle Form Realty Investment Firm

BOSTON — Berry and Boyle is the name of the newly formed real estate investment firm established by Stephen B. Boyle and Richard G. Berry. Both were with E.F. Hutton & Co. Inc.

The new firm has offices at 6 Faneuil Hall Marketplace, Boston.

Mr. Boyle had been founder and president of Hutton Real Estate Services Inc. and was also a first vice president of E.F. Hutton & Co. Mr. Berry was executive vice president of HRES and also served as the Hutton subsidiary's director of acquisitions.

Mason of 1st United Announces Retirement

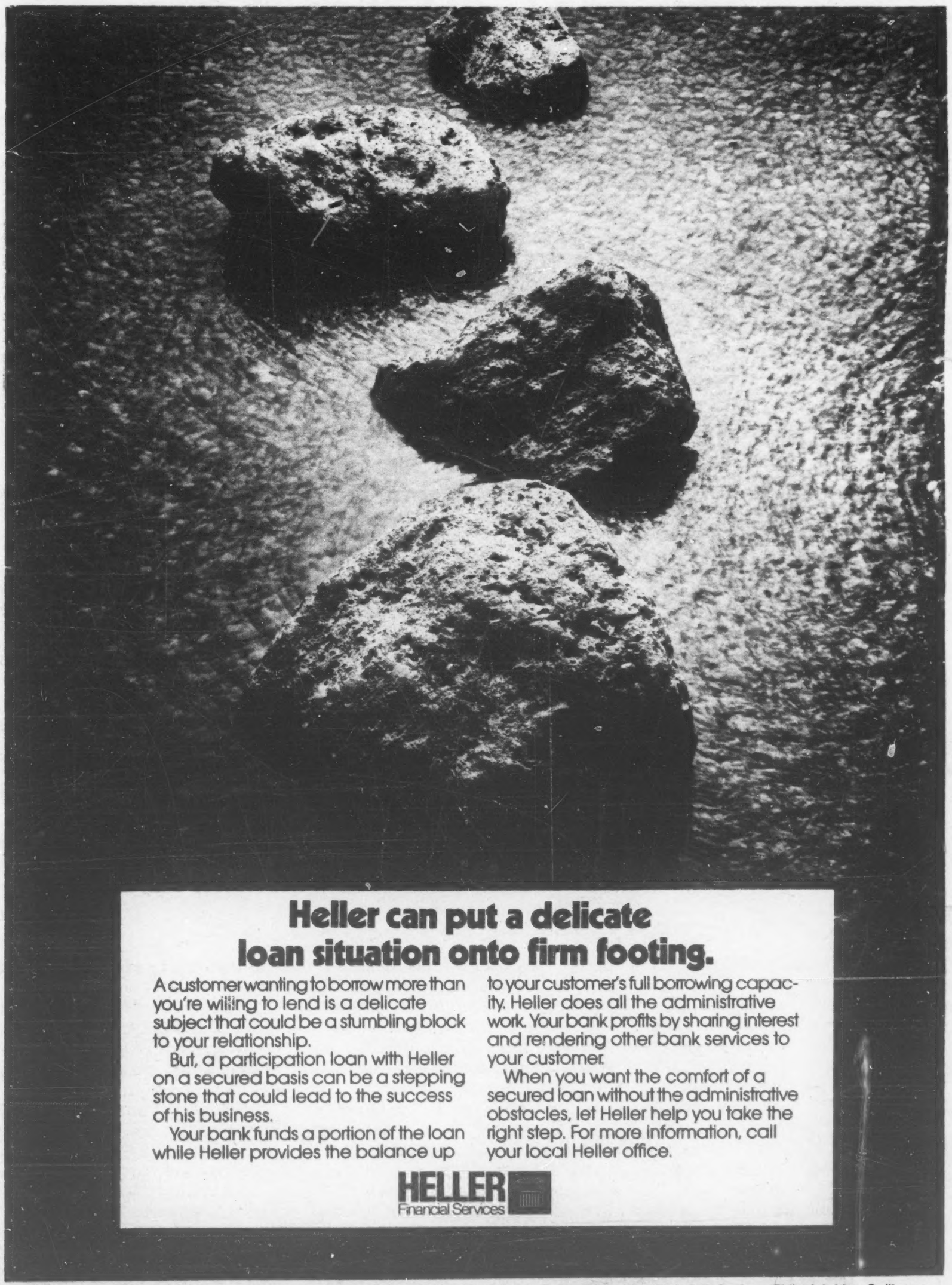
DALLAS — Paul Mason, chairman of First United Bancorp. Inc. of Fort Worth, said he will retired as chief executive officer of the company at the end of the year. Mr. Mason, 63, told the holding company's board of his plans last week.

Mr. Mason's announcement comes just before the June 28 merger of First United with InterFirst Corp. of Dallas. Mr. Mason said his resignation is for personal reasons and does not reflect any dissatisfaction with the merger.

"This is something I am pleased about and it is something I initiated," Mr. Mason said.

The merger plans called for Mr. Mason to become a vice chairman of InterFirst, but Mr. Mason said he is too close to normal retirement to take on a new job such as vice chairman.

Mr. Mason is expected to be elected a direcor of InterFirst in July and he will serve as a consultant to the company. He also plans to remain a director of the First National Bank of Fort Worth, the lead bank of First United, and chairman of the executive committee. ■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Sources for Lender Tables

In today's edition, the American Banker presents listings that rank the top 100 commercial banks in the nation in five lending categories: (1) commercial and industrial loans, (2) foreign loans, (3) farm loans, (4) real estate loans, and (5) consumer loans.

The data for these listings are from the federal regulatory Report of Condition, or call report, for Dec. 31, 1982. These data were compiled for the American Banker by the Network Services Division of ADP, New York.

ADP maintains a data base for the Report of Condition for the latest five years. Data for prior years are adjusted for mergers in the current year. Thus, in the listings the data shown for 1981 have been restated for mergers occuring in 1982. This is true for all the listings except commercial and industrial loans.

In the case of C&I loans, 1981 data have not been restated. The American Banker statistics department, which had historical data on C&I loans, changed the 1981 data provided by ADP to show the C&I loans outstanding in 1981 as reported in 1982 (unadjusted for mergers). In addition, the 1981 C&I lending ranks and the 1982 assets for the banks are from the American Banker's files.

All of the loan data were extracted from schedule A (loans) of the call report. Schedule A has three columns: column A — consolidated bank; column B — domestic offices of bank; and column C — foreign offices and Edge and agreement subsidiaries. For each item, column A is the sum of columns B and C.

Total commercial and industrial loans is the sum of C&I loans to U.S. addressees (item 5a, column A) and C&I loans to non-U.S. addresses (item 5b, column A).

Total foreign loans is the sum of eight items from schedule A: loans to foreign governments and official institutions (item 7a, column A); loans to foreign banks (item 2b(1) and 2c(2), column A); C&I loans to foreign businesses (item 5b, column A); loans to brokers and dealers in securities (item 3a, column C); other loans for purchasing or carrying securities (item 3b, column C); loans to other financial institutions (item 2e, column C); and all other loans (item 7b, column C).

Total farm loans, as defined by the American Banker, are the sum of real estate loans secured by farmland (item 1b, column B) plus loans to finance agricultural production and other loans to farmers (item 4, column A).

Total real estate loans are the sum of all real estate loans secured primarily by real estate (item 1, column A), including construction and land development, loans secured by farmland, loans secured by residential properties, and loans secured by nonfarm, nonresidential properties, plus loans to real estate investment trusts and mortgage companies in the U.S. (item 2a, column A).

Consumer loans are loans made to individuals for household, family, and other personal expenditures (item 6, column A). These include automobile installment loans; retail credit card plans; check credit; revolving credit plans; mobile home and other retail consumer goods installment loans; home improvement loans; single-payment and installment loans for household, family, and other personal expenditures; and one- to four-family home mortgage loans (item 1c, column B).

—L. Michael Cacace

NOTE

ONLY THE FOLLOWING PAGES OF THIS

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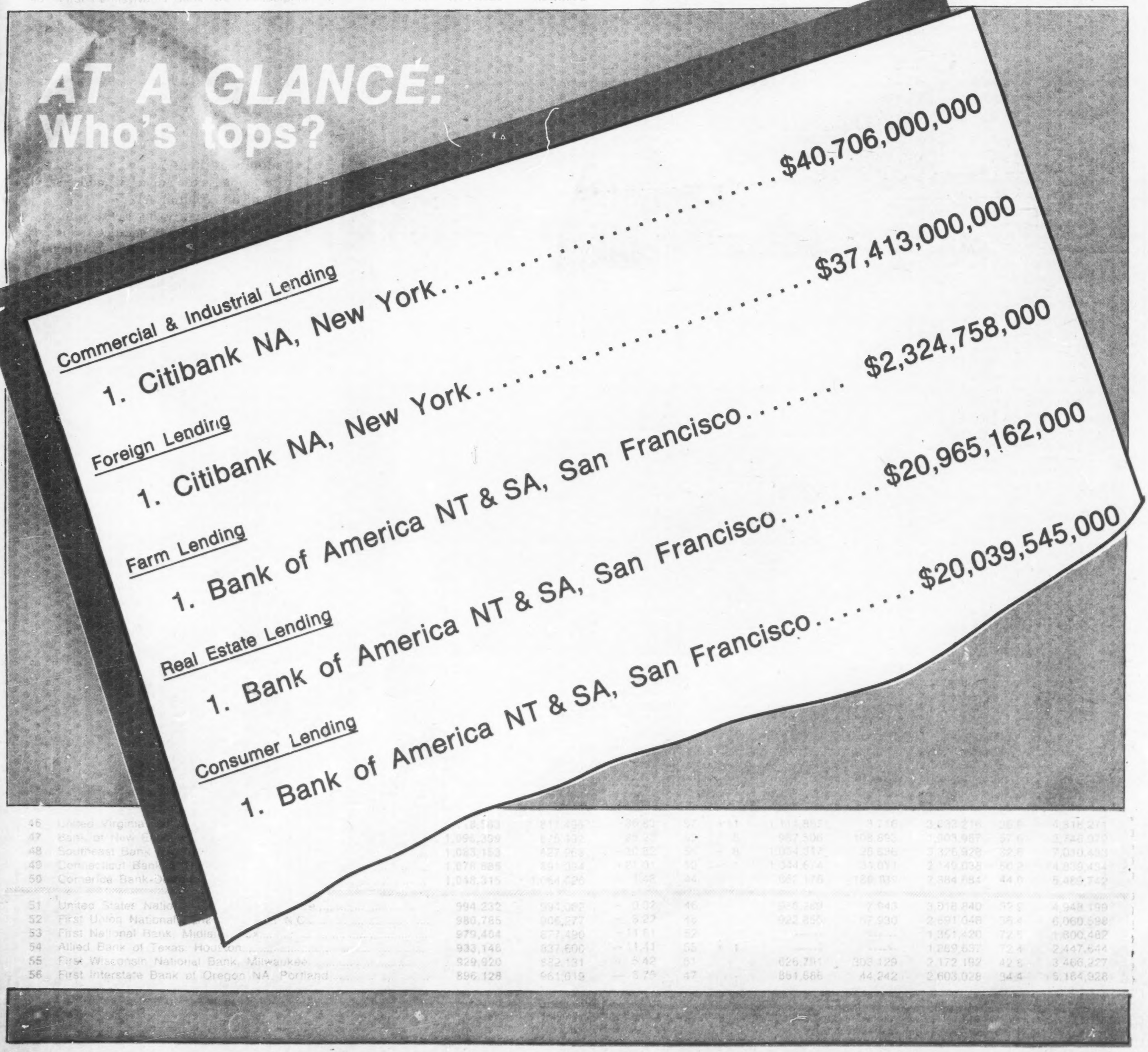
32-35.

American Banker ranks the Top Lenders


AT A GLANCE:
Who's tops?
Commercial & Industrial Lending
1. Citibank NA, New York $40,706,000,000
Foreign Lending
1. Citibank NA, New York $37,413,000,000
Farm Lending
1. Bank of America NT & SA, San Francisco $2,324,758,000
Real Estate Lending
1. Bank of America NT & SA, San Francisco $20,965,162,000
Consumer Lending
1. Bank of America NT & SA, San Francisco $20,039,545,000

Top 100 U.S. Commercial Banks In Commercial & Industrial Lending (a)

As of December 31, 1982

(in thousands of dollars)

C&I Rank 12/31/82	Name of Bank, City and State	Total C&I Loans 12/31/82	Total C&I Loans 12/31/81	% Change in C&I Lending	C&I Rank 12/31/81	Gain in Rank	12/31/82 Breakdown of C&I Loans by customer Domestic	12/31/82 Breakdown of C&I Loans by customer Foreign	Total loans Gross (b) 12/31/82	Ratio C&I to Total	Total Assets 12/31/82
1	Citibank NA, New York	40,706,000	37,959,488	+ 7.24	1		13,294,000	27,412,000	68,824,000	59.1	111,111,000
2	Chase Manhattan Bank NA, New York	33,740,632	29,798,762	+13.23	3	+ 1	15,641,368	16,573,124	52,856,490	60.9	79,118,264
3	Bank of America NT&SA, San Francisco	31,703,089	30,735,894	+ 3.15	2		12,975,542	18,727,547	72,085,886	44.0	118,875,920
4	Continental Illinois NB&T Co., Chicago	21,929,587	20,637,337	+ 6.26	4		14,419,784	7,509,803	31,954,106	68.6	41,299,872
5	Manufacturers Hanover Trust Co., New York	20,996,185	18,719,789	+12.16	5		11,135,613	9,860,572	40,336,037	52.1	58,989,414
6	Morgan Guaranty Trust Co., New York	16,848,421	16,563,381	+ 1.72	6		6,640,068	10,208,353	28,911,372	58.3	57,296,010
7	Chemical Bank, New York	15,960,155	16,627,601	— 1.89	7		9,656,220	6,303,935	28,303,794	56.4	47,072,376
8	Bankers Trust Co., New York	12,340,797	9,987,967	+23.56	8		8,047,014	4,293,783	20,121,631	61.3	39,717,967
9	First National Bank, Chicago	10,147,471	9,543,193	+ 6.33	9		6,365,420	3,782,051	21,359,745	47.5	34,548,152
10	Security Pacific National Bank, Los Angeles	8,667,283	7,077,469	+22.46	10		6,907,482	1,759,801	22,284,725	38.9	33,579,512
11	Crocker National Bank, San Francisco	5,820,606	4,792,640	+21.45	13	+ 2	4,601,271	1,219,335	16,047,928	36.3	24,433,380
12	Marine Midland Bank NA, Buffalo, N.Y	5,749,462	5,099,244	+12.75	11		4,130,190	1,619,272	11,995,848	47.9	20,045,473
13	First National Bank, Boston	5,534,794	4,757,485	+16.34	14	+ 1	3,018,734	2,516,060	8,572,227	64.6	16,512,755
14	Mellon Bank NA, Pittsburgh	5,464,655	4,999,452	+ 9.31	12		3,926,815	1,537,840	11,116,154	49.2	20,532,360
15	Wells Fargo Bank NA, San Francisco	5,385,108	4,410,534	+22.10	15		4,145,620	1,239,488	16,958,084	31.8	22,116,214
16	InterFirst Bank Dallas NA	4,508,554	4,074,069	+10.67	16		3,938,306	570,248	6,722,187	67.1	12,036,026
17	Irving Trust Co., New York	3,886,665	4,022,521	— 3.38	17		1,985,450	1,901,215	8,681,101	44.8	17,606,873
18	First Interstate Bank of California, Los Angeles	3,859,832	3,252,632	+18.67	20	+ 2	2,527,187	1,332,645	12,315,905	31.3	21,313,945
19	First City National Bank, Houston	3,857,580	3,405,349	+13.28	19		3,608,994	248,586	5,284,348	73.0	9,921,239
20	Texas Commerce Bank NA, Houston	3,664,602	2,876,784	+27.39	21	+ 1	3,345,030	319,572	5,090,913	72.0	10,158,439
21	Seattle-First National Bank	3,658,837	3,603,177	+ 1.55	18		3,074,228	584,609	7,009,823	52.2	9,841,143
22	RepublicBank Dallas NA	3,456,040	2,843,115	+21.56	22		2,733,962	722,078	6,722,804	51.4	11,554,657
23	National Bank of Detroit	3,331,395	2,399,987	+38.81	24	+ 1	2,979,905	351,490	5,336,451	62.4	10,861,103
24	Bank of New York	3,244,992	2,524,309	+28.55	23		2,748,050	496,942	7,457,072	43.5	12,620,614
25	European-American Bank & Trust Co., New York	1,929,195	1,456,172	+32.48	32	+ 7	1,746,425	182,770	3,662,945	52.7	5,421,036
26	Bank of Tokyo Trust Co., New York	1,905,281	1,748,599	+ 8.96	26		1,476,274	429,007	2,455,031	77.6	4,135,001
27	NCNB National Bank of N. C., Charlotte (m)	1,785,462	1,517,461	+17.66	30	+ 3	1,453,400	332,062	3,943,657	45.3	8,330,341
28	National Bank of North America, New York	1,763,351	1,522,870	+15.79	29	+ 1	1,268,101	495,250	4,081,739	43.2	6,826,440
29	Union Bank, Los Angeles	1,735,962	1,578,397	+ 9.98	27		1,704,045	31,917	4,302,074	40.4	7,545,283
30	Northern Trust Co., Chicago	1,717,310	1,780,403	— 3.54	25		1,338,199	379,111	3,242,580	53.0	5,886,017
31	Pittsburgh National Bank (m)	1,594,677	1,410,825	+13.03	33	+ 2	1,264,561	330,116	3,268,259	48.8	7,338,852
32	Harris Trust & Savings Bank, Chicago	1,582,491	1,534,574	+ 3.12	28		1,444,916	137,575	3,763,393	42.1	6,879,696
33	Girard Bank, Philadelphia	1,500,224	1,457,033	+ 2.96	31		1,186,350	313,874	2,595,062	57.8	4,416,632
34	Wachovia Bank & Trust Co. NA, Winston Salem, N.C	1,468,664	1,368,514	+ 7.32	34		1,215,286	253,378	3,367,688	43.6	6,757,290
35	Norwest Bank Minneapolis NA	1,463,781	1,164,448	+25.71	40	+ 5	1,131,899	331,882	2,983,123	49.1	4,919,876
36	Mercantile National Bank, Dallas	1,461,353	1,338,800	+ 9.15	36		1,357,888	103,465	3,077,569	47.5	4,943,228
37	AmeriTrust Co., Cleveland (m)	1,449,981	1,087,341	+33.35	42	+ 5	1,282,393	167,588	3,201,571	45.3	5,747,592
38	Rainier National Bank, Seattle	1,443,556	1,314,546	+ 9.81	37		1,026,572	416,984	3,540,696	40.8	5,547,918
39	First National Bank, Minneapolis	1,379,486	1,342,653	+ 2.74	35		1,222,967	156,519	2,626,243	52.5	5,538,760
40	Philadelphia National Bank	1,315,060	1,309,432	+ 0.43	38	+ 2	1,121,696	193,364	2,801,288	46.9	5,909,596
41	BancOhio National Bank, Columbus	1,303,589	1,105,927	+17.87	41		1,281,782	21,807	2,925,346	44.6	5,591,045
42	California First Bank, San Francisco	1,295,025	1,056,981	+22.52	45	+ 3	1,010,663	284,362	2,930,388	44.2	4,156,440
43	Valley National Bank of Arizona, Phoenix	1,292,519	1,074,779	+20.26	43		1,127,312	165,207	4,270,896	30.3	7,150,610
44	Citizens & Southern National Bank, Atlanta (m)	1,196,001	892,969	+33.94	49	+ 5	1,169,872	26,129	2,978,607	40.2	5,475,882
45	First Pennsylvania Bank NA, Philadelphia	1,144,926	1,224,372	— 6.49	39		1,060,754	84,172	2,880,727	39.7	5,387,416
46	United Virginia Bank, Richmond (m)	1,118,583	817,495	+36.83	57	+11	1,114,867	3,716	3,033,216	36.9	4,816,271
47	Bank of New England NA, Boston	1,096,399	875,492	+25.23	53	+ 6	987,506	108,893	1,903,987	57.6	3,746,972
48	Southeast Bank NA, Miami	1,083,153	827,968	+30.82	56	+ 8	1,054,317	28,836	3,326,928	32.6	7,010,433
49	Connecticut Bank & Trust Co. NA, Hartford (m)	1,078,685	891,394	+21.01	50	+ 1	1,044,674	34,011	2,149,038	50.2	4,839,434
50	Comerica Bank-Detroit	1,048,315	1,064,026	— 1.48	44		862,176	186,139	2,384,684	44.0	5,489,742
51	United States National Bank, Portland, Ore	994,232	994,082	+ 0.02	46		986,289	7,943	3,018,840	32.9	4,948,199
52	First Union National Bank, Charlotte, N.C	980,785	906,277	+ 8.22	48		922,855	57,930	2,691,048	36.4	6,060,598
53	First National Bank, Midland, Tex	979,404	877,490	+11.61	52		------	------	1,351,420	72.5	1,800,482
54	Allied Bank of Texas, Houston	933,146	837,600	+11.41	55	+ 1	------	------	1,289,637	72.4	2,447,644
55	First Wisconsin National Bank, Milwaukee	929,920	882,131	+ 5.42	51		626,791	303,129	2,172,192	42.8	3,466,227
56	First Interstate Bank of Oregon NA, Portland	896,128	961,019	— 6.75	47		851,886	44,242	2,603,028	34.4	5,184,928
57	Bank Leumi Trust Co., New York	881,574	647,306	+36.19	69	+12	668,855	212,719	1,128,082	78.1	2,798,235
58	First National Bank, St. Paul, Minn	879,737	743,606	+18.31	59	+ 1	873,998	5,739	1,668,682	52.7	3,630,075
59	Bank of California NA, San Francisco	877,264	676,719	+29.64	63	+ 4	671,656	205,608	2,567,420	34.2	3,908,865
60	Shawmut Bank of Boston NA	791,443	760,272	+ 4.10	58		672,984	118,459	1,608,149	49.2	3,065,312
61	Mercantile Trust Co. NA, St. Louis	789,129	639,582	+23.38	70	+ 9	632,376	156,753	1,756,296	44.9	4,125,433
62	Centerre Bank NA, St. Louis	780,199	868,349	—10.15	54		673,892	106,307	1,641,216	47.5	3,403,781
63	American National Bank & Trust Co., Chicago	776,519	686,002	+13.20	62		628,502	148,017	1,340,591	57.9	3,208,523
64	Fleet National Bank, Providence, R.I	763,222	724,509	+ 5.34	60		683,391	79,831	1,869,615	40.8	3,983,808
65	Maryland National Bank, Baltimore	755,279	666,445	+13.33	66	+ 1	624,998	130,281	1,936,356	39.0	4,352,640
66	Continental Bank, Norristown, Pa.(m)	754,770	660,777	+14.22	67	+ 1	------	------	1,387,495	54.4	2,300,136
67	First National Bank & Trust Co., Oklahoma City	751,090	648,375	+15.84	68		749,286	1,804	1,500,808	50.0	3,023,787
68	Texas American Bank/Fort Worth NA	736,799	633,940	+16.23	72	+ 4	727,853	8,946	1,347,323	54.7	2,362,876
69	Connecticut National Bank, Hartford (m)	719,481	526,849	+36.56	85	+16	698,100	21,381	2,184,573	32.9	4,084,201
70	First National Bank, Atlanta (m)	717,963	535,369	+34.10	83	+13	630,053	87,910	1,874,513	38.3	4,018,452
71	Lincoln First Bank NA, Rochester, N.Y	716,903	668,891	+ 7.18	65		630,045	86,858	2,219,283	32.3	3,837,803
72	Bank of the Southwest NA, Houston	708,602	543,932	+30.27	81	+ 9	670,036	38,566	1,515,152	46.8	3,003,710
73	Manufacturers National Bank, Detroit	696,031	670,587	+ 3.79	64		602,725	93,306	2,602,749	26.7	4,537,482
74	First Interstate Bank of Arizona NA, Phoenix	670,726	548,267	+22.34	79	+ 5	642,446	28,280	2,699,970	24.8	4,508,747
75	Fidelity Union Bank, Newark, N.J. (m)	668,848	337,934	+97.92	123	+48	668,648	0	1,690,145	39.6	3,087,476
76	Bank of Virginia, Richmond	662,999	524,487	+26.41	86	+10	588,407	74,592	1,951,907	34.0	3,232,940
77	First National Bank, Baltimore	631,034	709,643	—11.08	61		406,436	224,598	1,383,452	45.6	3,181,332
78	IntraWest Bank of Denver NA	620,252	589,162	+ 5.28	74		615,389	4,863	1,148,421	54.0	2,346,410
79	First National State Bank of New Jersey, Newark	616,611	577,889	+ 6.70	76		584,292	32,319	1,314,588	46.9	2,694,225
80	Fidelity Bank, Philadelphia	606,458	638,770	— 5.06	71		489,278	117,180	1,649,280	36.8	4,041,170
81	American Security Bank NA, Washington, D.C	602,666	552,002	+ 9.18	78		558,002	44,481	1,718,995	35.1	3,399,157
82	J. Henry Schroder Bank & Trust Co., New York	601,820	585,149	+ 2.85	75		349,145	252,675	1,076,718	55.9	2,193,390
83	Provident National Bank, Philadelphia	593,234	501,525	+18.29	88	+ 5	530,436	62,798	1,472,207	40.3	3,761,878
84	National City Bank, Cleveland (m)	589,366	479,213	+22.99	94	+10	540,234	49,132	1,727,249	34.1	4,485,705
85	Hamilton Bank, Lancaster, Pa	585,208	528,591	+10.71	84		579,743	5,465	1,265,648	46.2	2,415,134
86	Sumitomo Bank of California, San Francisco	580,418	544,215	+ 6.65	80		515,704	64,714	1,698,246	34.2	2,114,610
87	Republic National Bank, New York	553,284	600,043	+ 7.79	73		204,048	349,236	2,240,092	24.7	8,927,406
88	Citizens Fidelity Bank & Trust Co., Louisville, Ky	552,629	537,835	+ 2.75	82		547,312	5,317	1,177,900	46.9	2,412,381
89	Midlantic National Bank, Newark, N.J	550,231	507,327	+ 8.46	87		531,059	19,172	1,227,020	44.8	2,399,582
90	Morgan Bank (Delaware), Wilmington	548,612	0	----	--		546,314	2,298	906,815	60.5	1,654,870
91	Whitney National Bank, New Orleans	529,357	554,173	— 4.48	77		527,015	2,342	951,312	55.6	2,046,109
92	Equibank, Pittsburgh	529,094	471,704	+12.17	95	+ 3	475,106	53,988	1,487,242	35.6	3,167,402
93	InterFirst Bank Houston NA	526,663	484,207	+ 8.77	93		503,545	23,118	924,633	57.0	1,576,946
94	Mitsui Manufacturers Bank, Los Angeles	525,614	493,149	+ 6.58	90		------	------	954,852	55.0	1,534,416
95	RepublicBank Houston NA	516,525	494,475	+ 4.46	89		417,319	99,206	1,018,500	50.7	1,596,429
96	First National Bank, Fort Worth, Tex	516,209	491,838	+ 4.96	91		497,131	19,078	926,701	55.7	1,579,365
97	First & Merchants National Bank, Richmond	514,887	364,988	+41.07	116	+19	514,487	400	1,705,981	30.2	2,749,938
98	Lloyds Bank California, Los Angeles	512,384	490,521	+ 4.46	92		508,147	4,237	1,815,535	28.2	2,530,934
99	First National Bank, Louisville, Ky	510,936	469,427	+ 8.84	96		500,347	10,589	1,362,735	37.5	2,814,753
100	First Tennessee Bank NA, Memphis	502,203	343,175	+46.34	121	+21	409,071	93,132	1,008,059	49.8	2,029,378

(a)—Total commercial and industrial loans is the sum of C&I loans to U.S. businesses plus C&I loans to foreign businesses. Data are for, the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal Regulatory agencies. (m)—Bank was involved in merger activity in 1982. The 1981 data are as reported in 1982 and have not been restated for the 1982 merger activity.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Foreign Lending (a)

As of December 31, 1982

(in thousands of dollars)

Fgn. Lending Rank 12/31/82	Name of Bank, City, State	—Total Loans to Foreigners— 12/31/82	12/31/81	% Change	———A Complete Breakdown of Loans to Fgns.——— To Fgn. Govt.	To Fgn. Banks	To Fgn. Bus.	All Other Fgn.	Total Loans Gross (b) 12/31/82	Ratio of Fgn: Total %
1	Citibank NA, New York	**37,413,000**	35,530,709	+ 5.3	3,372,000	4,319,000	27,412,000	2,310,000	68,824,000	54.4
2	Chase Manhattan Bank NA, New York	**26,623,614**	25,705,659	+ 3.6	2,586,543	4,306,731	16,573,124	1,631,076	52,856,490	47.5
3	Bank of America NT&SA, San Francisco	**26,427,376**	25,748,389	+ 2.6	3,426,765	3,086,824	18,727,547	1,186,240	72,085,886	36.7
4	Manufacturers Hanover Trust Co., New York	**20,041,506**	18,214,978	+10.0	3,015,214	5,900,583	9,860,572	1,265,137	40,336,037	49.7
5	Morgan Guaranty Trust Co., New York	**18,384,795**	17,053,442	+ 7.8	2,553,078	3,623,930	10,208,353	1,999,434	28,911,372	63.6
6	Chemical Bank, New York	**11,449,391**	10,427,118	+ 9.8	2,129,068	2,294,759	6,303,935	721,629	28,303,794	40.5
7	Continental Illinois NB&T Co., Chicago	**9,906,664**	9,253,707	+ 7.1	941,744	1,203,228	7,509,803	251,889	31,954,106	31.0
8	Bankers Trust Co., New York	**9,236,373**	8,457,973	+ 9.2	1,167,974	3,318,572	4,293,783	456,044	20,121,631	45.9
9	First National Bank, Chicago	**7,722,994**	6,917,201	+11.6	1,724,143	1,557,025	3,782,051	659,775	21,359,745	36.2
10	Irving Trust Co., New York	**4,876,296**	4,796,205	+ 1.7	608,921	2,074,478	1,901,215	291,682	8,681,101	56.2
11	Marine Midland Bank NA, Buffalo, N.Y.	**4,041,886**	3,735,928	+ 8.2	751,103	1,445,765	1,619,272	225,746	11,995,848	33.7
12	Security Pacific National Bank, Los Angeles	**4,014,581**	3,261,954	+23.1	545,481	1,567,040	1,759,801	142,259	22,284,725	18.0
13	Crocker National Bank, San Francisco	**3,785,359**	2,784,508	+35.9	1,360,998	1,205,026	1,219,335	0	16,047,928	23.6
14	Mellon Bank NA, Pittsburgh	**3,539,728**	3,669,357	— 3.5	268,526	1,514,090	1,537,840	219,272	11,116,154	31.8
15	First National Bank, Boston	**3,536,046**	3,135,698	+12.8	335,152	509,721	2,516,060	175,113	8,572,227	41.3
16	Wells Fargo Bank NA, San Francisco	**2,795,354**	2,029,488	+37.7	620,220	831,683	1,239,488	103,963	16,958,084	16.5
17	First Interstate Bank of Calif., Los Angeles	**2,575,134**	1,892,915	+36.0	390,850	762,543	1,332,645	89,096	12,315,905	20.9
18	Republic National Bank, New York	**1,572,374**	1,636,485	— 3.9	900,554	298,110	349,236	24,474	2,240,092	70.2
19	National Bank of North America, New York	**1,479,446**	1,253,635	+18.0	425,808	549,088	495,250	9,300	4,081,739	36.2
20	Bank of New York	**1,442,720**	1,215,724	+18.7	432,239	477,687	496,942	35,852	7,457,072	19.3
21	RepublicBank Dallas NA	**1,220,051**	1,080,920	+12.9	172,494	321,584	722,078	3,895	6,722,804	18.1
22	Seattle-First National Bank	**992,188**	1,332,017	—25.5	195,256	167,297	584,609	45,026	7,009,823	14.2
23	Bank of Tokyo Trust Co., New York	**900,326**	958,153	— 6.0	231,989	239,330	429,007	0	2,455,031	36.7
24	Northern Trust Co., Chicago	**797,592**	715,800	+11.4	72,209	280,650	379,111	65,622	3,242,580	24.6
25	InterFirst Bank Dallas NA	**726,668**	756,312	— 3.9	62,133	94,287	570,248	0	6,722,187	10.8
26	First Pennsylvania Bank NA, Philadelphia	**722,062**	609,742	+18.4	408,864	228,694	84,172	332	2,880,727	25.1
27	Norwest Bank Minneapolis NA	**703,692**	756,298	— 7.0	150,947	210,285	331,882	10,578	2,983,123	23.6
28	Harris Trust & Savings Bank, Chicago	**703,591**	667,715	+ 5.4	158,447	405,543	137,575	2,026	3,763,393	18.7
29	Bank of California NA, San Francisco	**680,717**	568,507	+19.7	109,541	353,083	205,608	12,485	2,567,420	26.5
30	National Bank of Detroit	**666,691**	649,731	+ 2.6	136,619	106,539	351,490	72,043	5,336,451	12.5
31	Girard Bank, Philadelphia	**636,978**	621,968	+ 2.7	54,429	262,710	313,874	7,965	2,595,062	24.6
32	Texas Commerce Bank NA, Houston	**613,533**	414,120	+48.2	105,415	178,115	319,572	10,431	5,090,913	12.1
33	NCNB National Bank of N.C., Charlotte	**602,981**	521,342	+15.7	10,800	242,143	332,062	17,976	3,943,657	15.3
34	Pittsburgh National Bank	**586,296**	588,465	— 0.4	30,318	205,666	330,116	20,196	3,268,259	17.9
35	Rainier National Bank, Seattle	**582,183**	566,242	+ 2.8	78,498	48,031	416,984	38,670	3,540,696	16.4
36	European-American Bank & Trust Co., New York	**564,119**	520,155	+ 8.5	194,291	168,188	182,770	18,870	3,662,945	15.4
37	Fuji Bank & Trust Co., New York	**555,494**	563,020	— 1.3	268,003	211,188	76,303	0	871,852	63.7
38	First Wisconsin National Bank, Milwaukee	**512,122**	483,063	+ 6.0	17,079	189,097	303,129	2,817	2,172,192	23.6
39	First National Bank, Minneapolis	**491,494**	534,417	— 8.0	48,759	245,265	156,519	40,951	2,626,243	18.7
40	J. Henry Schroder Bank & Trust Co., New York	**484,910**	516,950	— 6.2	88,085	103,848	252,675	40,302	1,076,718	45.0
41	Union Bank, Los Angeles	**469,344**	332,951	+41.0	199,277	238,150	31,917	0	4,302,074	10.9
42	Comerica Bank-Detroit	**469,227**	296,054	+58.5	142,348	128,116	186,139	12,624	2,384,684	19.7
43	Philadelphia National Bank	**451,607**	774,676	—41.7	42,261	202,755	193,364	13,227	2,801,288	16.1
44	Sumitomo Bank of California, San Francisco	**450,830**	337,726	+33.5	123,676	262,440	64,714	0	1,698,246	26.5
45	UBAF Arab American Bank, New York	**449,023**	491,082	— 8.6	156,891	110,608	173,435	8,089	540,436	83.1
46	Riggs National Bank, Washington, D.C.	**394,822**	398,295	— 0.9	191,060	74,787	128,975	0	1,626,875	24.3
47	Wachovia Bank & Trust Co. NA, Winston Salem, N.C.	**389,846**	397,774	— 2.0	48,348	88,120	253,378	0	3,367,688	11.6
48	Centerre Bank NA, St. Louis	**389,512**	396,929	— 1.9	19,888	255,907	106,307	7,410	1,641,216	23.7
49	Bank of New England NA, Boston	**373,014**	336,148	+11.0	126,511	137,610	108,893	0	1,903,987	19.6
50	Fleet National Bank, Providence, R.I.	**367,915**	361,163	+ 1.9	54,323	232,270	79,831	1,491	1,869,615	19.7
51	First City National Bank, Houston	**357,165**	305,112	+17.1	38,559	69,267	248,586	753	5,284,348	6.8
52	Lloyds Bank California, Los Angeles	**348,301**	280,096	+24.4	121,863	222,201	4,237	0	1,815,535	19.2
53	Valley National Bank of Arizona, Phoenix	**341,822**	309,194	+10.6	22,296	154,319	165,207	0	4,270,896	8.0
54	Mercantile Trust Co. N.A, St. Louis	**322,959**	274,035	+17.9	28,033	130,291	156,753	7,882	1,756,296	18.4
55	Manufacturers National Bank, Detroit	**321,722**	387,011	—16.9	170,884	57,532	93,306	0	2,602,749	12.4
56	AmeriTrust Co., Cleveland	**318,804**	207,042	+54.0	8,862	142,354	167,588	0	3,201,571	10.0
57	Fidelity Bank, Philadelphia	**307,702**	357,690	—14.0	45,836	111,774	117,180	32,912	1,649,280	18.7
58	Bank Leumi Trust Co., New York	**299,807**	208,827	+43.6	49,876	37,212	212,719	0	1,128,082	26.6
59	California First Bank, San Francisco	**297,449**	256,211	+16.1	12,692	57	284,362	338	2,930,388	10.2
60	First National Bank, Baltimore	**297,313**	263,423	+12.9	27,372	45,343	224,598	0	1,383,452	21.5
61	Industrial Bank of Japan Trust Co., New York	**270,411**	246,527	+ 9.7	145,128	17,552	107,731	0	824,401	32.8
62	Shawmut Bank of Boston NA	**268,959**	260,377	+ 3.3	37,245	110,684	118,459	2,571	1,608,149	16.7
63	Lincoln First Bank NA, Rochester, N.Y.	**262,931**	195,184	+34.7	43,315	132,758	86,858	0	2,219,283	11.8
64	United States National Bank, Portland, Ore.	**257,660**	205,235	+25.5	3,914	236,682	7,943	9,121	3,018,840	8.5
65	Citizens & Southern National Bank, Atlanta	**251,072**	207,681	+20.9	9,599	211,442	26,129	3,902	2,978,607	8.4
66	First National Bank, Atlanta	**248,759**	210,912	+17.9	20,382	132,967	87,910	7,500	1,874,513	13.3
67	Mercantile National Bank, Dallas	**240,400**	250,963	— 4.2	52,894	83,581	103,465	460	3,077,569	7.8
68	Israel Discount Bank of New York	**238,156**	229,339	+ 3.8	10,200	41,609	155,205	31,142	545,821	43.6
69	Daiwa Bank Trust Co., New York	**234,336**	231,401	+ 1.3	84,275	66,315	83,746	0	284,234	82.4
70	American Security Bank NA, Washington, D.C.	**234,199**	207,206	+13.0	127,449	62,224	44,481	45	1,718,995	13.6
71	Southeast Bank NA, Miami	**223,337**	259,314	—13.9	108,068	85,560	28,836	873	3,326,928	6.7
72	National City Bank, Cleveland	**216,124**	122,108	+77.0	15,338	151,654	49,132	0	1,727,249	12.5
73	American National Bank & Trust Co., Chicago	**215,632**	164,473	+31.1	3,095	64,520	148,017	0	1,340,591	16.1
74	Bank of Hawaii, Honolulu	**201,184**	235,857	—14.7	10,027	47,995	99,235	43,927	1,719,323	11.7
75	Maryland National Bank, Baltimore	**193,821**	197,814	— 2.0	2,889	59,703	130,281	948	1,936,356	10.0
76	Union Trust Co., Baltimore	**181,771**	59,273	+206.7	45,025	127,325	9,421	0	865,324	21.0
77	Indiana National Bank, Indianapolis	**176,066**	168,694	+ 4.4	16,161	145,031	12,674	2,200	1,402,844	12.6
78	First National State Bank of N.J., Newark	**171,312**	142,809	+20.0	36,601	102,392	32,319	0	1,314,588	13.0
79	First Union National Bank, Charlotte, N.C.	**158,603**	202,617	—21.7	33,856	66,800	57,930	17	2,691,048	5.9
80	Central National Bank, Cleveland	**155,069**	141,005	+10.0	23,463	60,431	67,125	4,050	1,008,860	15.4
81	American Fletcher National B & T Co., Indianapolis	**153,605**	164,691	— 6.7	26,030	54,338	68,415	4,822	1,400,259	11.0
82	Arizona Bank, Phoenix	**152,404**	156,283	— 2.5	22,230	64,490	65,684	0	1,604,323	9.5
83	Bank of Virginia, Richmond	**151,075**	59,134	+155.5	47,108	29,375	74,592	0	1,951,907	7.7
84	Banco de Bogota Trust Co., New York	**142,710**	134,517	+ 6.1	9,733	83,753	43,354	5,870	151,118	94.4
85	RepublicBank Houston NA	**140,394**	163,852	—14.3	2,420	38,768	99,206	0	1,018,500	13.8
86	Midlantic National Bank, Newark, N.J.	**127,820**	105,043	+21.7	36,687	65,811	19,172	6,150	1,227,020	10.4
87	Equibank, Pittsburgh	**123,080**	66,544	+85.0	4,469	64,623	53,988	0	1,487,242	8.3
88	First Tennessee Bank NA, Memphis	**120,901**	104,666	+15.5	2,916	24,853	93,132	0	1,008,059	12.0
89	Provident National Bank, Philadelphia	**116,461**	162,923	—28.5	11,003	42,060	62,798	600	1,472,207	7.9
90	Flagship National Bank, Miami	**116,054**	121,394	— 4.4	36,191	50,392	29,471	0	452,518	25.6
91	BancOhio National Bank, Columbus	**114,207**	44,314	+157.7	16,600	75,800	21,807	0	2,925,346	3.9
92	Connecticut National Bank, Hartford	**113,408**	96,055	+18.1	78,519	13,508	21,381	0	2,184,573	5.2
93	First Interstate Bank of Oregon NA, Portland	**112,422**	57,464	+95.6	15,458	50,462	44,242	2,260	2,603,028	4.3
94	First Interstate Bank of Arizona NA, Phoenix	**110,600**	36,369	+204.1	5,000	77,320	28,280	0	2,699,970	4.1
95	National Bank of Washington, D.C.	**103,964**	128,393	—19.0	47,012	34,005	21,820	1,127	599,852	18.6
96	Bank of the Southwest NA, Houston	**101,782**	93,686	+ 8.6	1,276	61,940	38,566	0	1,515,152	6.7
97	Society National Bank, Cleveland	**100,259**	81,603	+22.9	27,628	49,182	23,369	80	956,297	10.5
98	City National Bank, Detroit	**98,789**	107,068	— 7.7	34,447	26,963	37,379	0	574,547	17.2
99	La Salle National Bank, Chicago	**97,886**	95,347	+ 2.7	48,000	35,407	1,367	13,112	724,185	13.5
100	Commerce Union Bank, Nashville, Tenn.	**92,410**	68,313	+35.3	14,855	54,014	23,541	0	763,983	12.1

(a)—Total loans to foreigners is the sum of: loans to foreign governments; loans to foreign banks-including loans to the U.S. branches and agencies of foreign banks; loans to foreign businesses; and loans to other foreigners. Loans to other foreigners include: loans to brokers and dealers in securities and other loans for purchasing and carrying securities that were booked in the bank's foreign offices; loans to other foreign financial institutions; and all other loans to foreigners. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies The 1981 data have been restated for commercial bank mergers in 1982. (b)—Excludes unearned income. But, the "reserve for possible loan losses" has not been netted out.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Farm Lending (a)

As of December 31, 1982

(in thousands of dollars)

Farm Lending Rank 12/31/82	Name of Bank, City, State	—Total Farm Loans— 12/31/82	12/31/81	% Change in Farm Lending	Breakdown of Farm Lending 12/31/82: Real Estate Loans secured by Farmland	Loans to Finance Ag. Prod.	Total Loans Gross (b) 12/31/82	Ratio Farm to Total %
1	Bank of America NT&SA, San Francisco	2,324,758	2,215,127	+ 4.9	417,373	1,907,385	72,085,886	3.2
2	Crocker National Bank, San Francisco	570,658	481,117	+ 18.6	5,879	564,779	16,047,926	3.6
3	Citibank NA, New York	557,000	492,343	+ 13.1	2,000	555,000	68,824,000	0.8
4	Security Pacific National Bank, Los Angeles	523,783	471,736	+ 11.0	16,188	507,595	22,284,725	2.4
5	Wells Fargo Bank NA, San Francisco	480,758	382,821	+ 25.6	33,134	447,624	16,958,084	2.8
6	Valley National Bank of Arizona, Phoenix	310,799	317,214	— 2.0	9,818	300,981	4,270,896	7.3
7	Morgan Guaranty Trust Co., New York	190,384	66,408	+186.7	0	190,384	28,911,372	0.7
8	Rainier National Bank, Seattle	180,262	170,114	+ 6.0	4,952	175,310	3,540.696	5.1
9	First Interstate Bank of California, Los Angeles	143,285	126,642	+ 13.1	2,357	140,928	12,315,905	1.2
10	Seattle-First National Bank	139,018	133,578	+ 4.1	10,976	128,042	7,009,823	2.0
11	Idaho First National Bank, Boise	137,367	127,739	+ 7.5	174	137,193	1,294,261	10.6
12	First National Bank & Trust Co., Oklahoma City	123,313	139,861	— 11.8	0	123,313	1,500,808	8.2
13	Chase Manhattan Bank NA, New York	111,818	142,013	— 21.3	868	110,950	52,856,490	0.2
14	First Interstate Bank of Arizona NA, Phoenix	111,064	107,814	+ 3.0	52	111,012	2,699,970	4.1
15	First Interstate Bank of Oregon NA, Portland	103,936	128,538	— 19.1	257	103,679	2,603,028	4.0
16	United States National Bank, Portland, Ore	100,708	94,540	+ 6.5	5,556	95,152	3,018,840	3.3
17	First Bank of South Dakota NA, Sioux Falls	100,703	90,744	+ 11.0	1,557	99,146	436,632	23.1
18	First National Bank, Aberdeen, S.D	92,787	75,268	+ 23.3	1,431	91,356	210,257	44.1
19	First Security National B & T Co., Lexington, Ky	92,450	81,903	+ 12.9	7,201	85,249	464,436	19.9
20	American Bank & Trust Co., Reading, Pa	91,477	89,891	+ 1.8	34,839	56,638	1,321,991	6.9
21	First National Bank, Chicago	91,106	31,221	+191.8	1,441	89,665	21,359,745	0.4
22	Norwest Bank Sioux Falls NA, S.D	90,727	90,011	+ 0.8	2,231	88,496	299,650	30.3
23	First National Bank, Amarillo, Tex	88,466	52,422	+ 68.8	2,239	86,227	578,882	15.3
24	First Security Bank of Idaho NA, Boise	86,248	74,472	+ 15.8	11,912	74,336	914,993	9.4
25	Bank of Stockton, Calif	84,272	83,505	+ 0.9	14,447	69,825	267,288	31.5
26	Old National Bank, Spokane, Wash	84,092	69,163	+ 21.6	35,736	48,356	792,679	10.6
27	Manufacturers Hanover Trust Co., New York	74,126	51,081	+ 45.1	0	74,126	40,336,037	0.2
28	Commonwealth National Bank, Harrisburg, Pa	74,116	65,953	+ 12.4	33,410	40,706	745,647	9.9
29	Peoples National Bank, Seattle	73,400	78,598	— 6.6	3,825	69,575	983,782	7.5
30	Omaha National Bank, Neb	69,467	35,419	+ 96.1	3	69,464	418,225	16.6
31	Bank of California NA, San Francisco	69,377	48,664	+ 42.6	1,252	68,125	2,567,420	2.7
32	Hamilton Bank, Lancaster, Pa	67,391	57,605	+ 17.0	35,403	31,988	1,265,648	5.3
33	Continental Illinois National B & T Co., Chicago	65,088	129,739	— 49.8	0	65,088	31,954,106	0.2
34	Norwest Bank Minneapolis NA	64,679	40,032	+ 61.6	278	64,401	2,983,123	2.2
35	BancOhio National Bank, Columbus	64,229	65,601	— 2.1	22,186	42,043	2,925,346	2.2
36	Morgan Bank Delaware, Wilmington	62,367	-----	----	0	62,367	906,815	6.9
37	First Security Bank of Utah NA, Ogden	60,555	41,051	+ 47.5	6,218	54,337	1,339,597	4.5
38	Texas American Bank/Fort Worth NA	53,630	48,306	+ 11.0	121	53,509	1,347,323	4.0
39	First Interstate Bank of Idaho NA, Boise	52,178	27,408	+ 90.4	568	51,610	413,557	12.6
40	RepublicBank Dallas NA	51,500	47,550	+ 8.3	4,461	47,039	6,722,804	0.8
41	Chemical Bank, New York	49,259	30,972	+ 59.0	2,871	46,388	28,303,794	0.2
42	Branch Banking & Trust Co., Wilson, N.C	48,504	40,132	+ 20.9	19,100	29,404	749,744	6.5
43	Oneida National Bank, Utica, N.Y	47,585	46,126	+ 3.2	9,947	37,638	434,512	11.0
44	Lloyds Bank California, Los Angeles	46,975	42,258	+ 11.2	1,238	45,737	1,815,535	2.6
45	First National Bank & Trust Co., Lincoln, Neb	46,850	37,239	+ 25.8	1,107	45,743	319,961	14.6
46	Deposit Guaranty National Bank, Jackson, Miss	43,203	30,315	+ 52.4	16,509	29,694	1,002,544	4.6
47	Colorado National Bank, Denver	45,858	36,592	+ 25.3	3,095	42,763	758,984	6.0
48	Amarillo National Bank, Tex	42,740	37,516	+ 13.9	521	42,219	346,483	12.3
49	First National Bank, Shreveport, La	42,590	41,662	+ 2.2	31,043	11,547	367,799	11.6
50	InterFirst Bank Dallas NA	42,027	55,762	— 24.6	12,208	29,819	6,722,187	0.6
51	First Victoria National Bank, Tex	40,065	36,051	+ 11.1	1,794	38,271	150,075	26.7
52	NCNB National Bank of North Carolina, Charlotte	39,964	33,164	+ 20.5	3,842	36,122	3,943,657	1.0
53	IntraWest Bank of Denver NA	37,872	42,797	— 11.5	1,108	36,764	1,148,421	3.3
54	National Bank of Commerce T & S Assn., Lincoln, Neb	36,769	37,253	— 1.3	87	36,682	206,935	17.8
55	First National Bank, Lubbock, Tex	36,151	39,837	— 9.3	1,467	34,684	276,158	13.1
56	Grenada Bank, Miss	36,000	35,490	+ 1.4	7,721	28,279	238,437	15.1
57	Bank of Hawaii, Honolulu	35,185	24,951	+ 41.0	6,840	28,345	1,719,323	2.0
58	First-Wichita National Bank, Wichita Falls, Tex	34,175	43,456	— 21.4	2,168	32,007	225,847	15.1
59	First National Bank, Boston	34,141	61,125	— 44.1	0	34,141	8,572,227	0.4
60	First Interstate Bank of Washington NA, Seattle	32,750	28,048	+ 16.8	1,709	31,041	1,278,108	2.6
61	Security National Bank, Sioux City, Iowa	32,563	22,536	+ 44.5	48	32,515	120,897	26.9
62	Shawmut Bank of Boston NA	31,781	26,329	+ 20.7	0	31,781	1,608,149	2.0
63	RepublicBank Lubbock NA, Tex	31,687	28,997	+ 9.3	407	31,280	255,830	12.4
64	Mercantile National Bank, Dallas	31,657	21,093	+ 50.1	13,892	17,765	3,077,569	1.0
65	United Bank of Denver NA	30,028	19,256	+ 55.9	4,903	25,125	1,354,243	2.2
66	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C	30,027	31,535	— 4.8	7,674	22,353	3,367,688	0.9
67	Marine Midland Bank NA, Buffalo, N.Y	30,023	28,024	+ 7.1	3,172	26,851	11,995,848	0.3
68	Bankers Trust Co., Des Moines, Iowa	29,900	23,140	+ 29.2	1,833	28,067	323,349	9.2
69	Virginia National Bank, Norfolk	29,327	27,338	+ 7.3	9,972	19,355	1,990,855	1.5
70	Huntington National Bank, Columbus, Ohio	28,914	30,350	— 4.7	9,226	19,688	2,018,189	1.4
71	Frankenmuth Bank & Trust, Mich	28,813	15,478	+ 86.2	3,291	25,522	169,876	17.0
72	First National Bank of the Black Hills, Rapid City, S.D	27,967	24,428	+ 14.5	89	27,878	197,442	14.2
73	First Union National Bank, Charlotte, N.C	27,511	21,966	+ 25.2	3,377	24,134	2,691,048	1.0
74	Bank of Oklahoma NA, Tulsa	27,219	15,060	+ 80.7	721	26,498	910,271	3.0
75	Exchange National Bank, Chicago	26,890	43,111	— 37.6	1,697	25,193	630,034	4.3
76	Corpus Christi National Bank, Tex	26,562	20,954	+ 26.8	6,457	20,105	360,132	7.4
77	First National Bank, Minneapolis	26,260	25,000	+ 5.0	0	26,260	2,626,243	1.0
78	Security Bank NA, Billings, Mont	25,917	19,663	+ 31.8	128	25,789	154,640	16.8
79	United States National Bank, Omaha, Neb	24,514	17,530	+ 39.8	0	24,514	263,737	9.3
80	Northwestern Bank, North Wilkesboro, N.C	24,451	24,705	— 1.0	10,948	13,503	1,105,102	2.2
81	First National Bank, Jackson, Miss	23,913	11,094	+115.5	4,821	19,092	676,794	3.5
82	Peoples Bank & Trust Co., Rocky Mount, N.C	23,862	22,045	+ 8.2	2,427	21,435	268,125	8.9
83	Bank of Mississippi, Tupelo	23,131	15,971	+ 44.8	9,959	13,172	258,241	9.0
84	United Carolina Bank, Whiteville, N.C	23,080	24,097	— 4.2	9,102	13,978	480,277	4.8
85	Idaho Bank & Trust Co., Pocatello	22,601	18,225	+ 24.0	613	21,988	232,247	9.7
86	First-Citizens Bank & Trust Co., Raleigh, N.C	22,407	22,397	+ 0.1	7,717	14,690	751,505	3.0
87	First National Bank & Trust Co., Kalamazoo, Mich	22,363	26,861	— 16.7	11,570	10,793	322,881	6.9
88	Key Bank of Northern New York NA, Watertown	22,237	22,654	— 1.8	2,550	19,687	211,714	10.5
89	Fourth National Bank & Trust Co., Wichita, Kan	22,192	16,957	+ 30.9	954	21,238	469,889	4.7
90	California First Bank, San Francisco	21,323	17,567	+ 21.4	2,071	19,252	2,930,388	0.7
91	Exchange Bank & Trust Company of Florida, Tampa	20,945	23,815	— 12.1	6,338	14,607	626,257	3.3
92	Citizens Fidelity Bank & Trust Co., Louisville, Ky	20,708	10,697	+ 93.6	22	20,686	1,177,900	1.8
93	National Bank & Trust Co., Norwich, N.Y	20,504	20,023	+ 2.4	4,736	15,768	160,859	12.7
94	Commerce Union Bank, Nashville, Tenn	20,200	19,813	+ 2.0	14,981	5,219	763,983	2.6
95	Central Bank, Monroe, La	19,474	13,428	+ 45.0	16,327	3,147	234,317	8.3
96	United Virginia Bank, Richmond	18,319	17,525	+ 4.5	5,606	12,713	3,033,216	0.6
97	Citizens & Southern National Bank, Atlanta	18,257	22,001	— 17.0	5,622	12,635	2,978,607	0.6
98	First National Bank, Wichita, Kan	17,260	11,322	+ 52.4	726	16,534	243,675	7.1
99	Key Bank NA, Albany, N.Y	17,207	14,999	+ 14.7	2,211	14,996	671,549	2.6
100	F & M Marquette Naticnal Bank, Minneapolis	16,777	1,498	+1,020.0	2,794	13,983	882,730	9

(a)—Total farm lending is the sum of real estate loans secured by farmland plus loans to finance agricultural production. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies. The 1981 data have been restated for commercial bank mergers in 1982.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Real Estate Lending (a)

As of December 31, 1982

(in thousands of dollars)

Real Estate Lending Rank 12/31/82	Name of Bank, City, State	—Total Real Estate Loans— 12/31/82	12/31/81	% Change in Real Estate Lending	Breakdown of Real Estate Lending 12/31/82 Loans secured by Real Estate	Loans to REITS and Mortgage Cos.	Total Loans Gross (b) 12/31/82	Ratio of Real Estate to Total %
1	Bank of America NT&SA, San Francisco	20,965,162	20,280,585	+ 3.4	20,755,873	209,289	72,085,886	29.1
2	Citibank NA, New York	10,350,000	9,679,607	+ 6.9	10,240,000	110,000	68,824,000	15.0
3	Security Pacific National Bank, Los Angeles	7,102,392	6,761,472	+ 5.0	6,860,487	241,905	22,284,725	31.9
4	Wells Fargo Bank NA, San Francisco	6,833,541	7,074,148	— 3.4	6,717,999	115,542	16,958,084	40.3
5	Crocker National Bank, San Francisco	5,455,739	5,265,810	+ 3.6	5,223,964	231,775	16,047,928	34.0
6	Chase Manhattan Bank NA, New York	5,322,406	5,333,908	— 0.2	5,150,097	172,309	52,856,490	10.1
7	First Interstate Bank of Calif., Los Angeles	3,881,852	3,792,111	+ 2.4	3,765,715	116,137	12,315,905	31.5
8	Manufacturers Hanover Trust Co., New York	3,293,111	2,616,150	+25.9	2,814,254	478,857	40,336,037	8.2
9	Continental Illinois NB&T Co., Chicago	3,232,988	2,737,518	+18.1	3,214,599	18,389	31,954,106	10.1
10	Chemical Bank, New York	3,070,173	2,993,166	+ 2.6	2,848,998	221,175	26,303,794	10.8
11	First National Bank, Chicago	2,913,116	2,648,892	+10.0	2,566,584	346,532	21,359,745	13.6
12	RepublicBank Dallas NA	1,889,962	1,302,317	+45.1	1,656,329	233,633	6,722,804	28.1
13	Bank of New York	1,567,223	1,724,860	— 3.3	1,665,454	1,769	7,457,072	22.4
14	Seattle-First National Bank	1,530,131	1,402,622	+ 9.1	1,513,937	16,194	7,009,823	21.8
15	InterFirst Bank Dallas NA	1,432,148	1,077,152	+33.0	1,329,577	102,571	6,722,187	21.3
16	Mellon Bank NA, Pittsburgh	1,396,425	1,190,856	+17.3	1,395,976	449	11,116,154	12.6
17	Valley National Bank of Arizona, Phoenix	1,340,882	1,243,799	+ 7.8	1,314,051	26,831	4,270,896	31.4
18	Union Bank, Los Angeles	1,322,654	1,374,568	— 3.8	1,287,416	35,238	4,302,074	30.7
19	Marine Midland Bank NA, Buffalo, N.Y.	1,290,444	1,328,729	— 2.9	1,281,771	8,673	11,895,848	10.8
20	Southeast Bank NA, Miami	1,105,788	968,516	+14.2	1,062,697	43,091	3,326,928	33.2
21	California First Bank, San Francisco	1,093,086	1,032,468	+ 5.9	1,092,435	651	2,930,388	37.3
22	First Interstate Bank of Oregon NA, Portland	1,050,427	1,073,511	— 2.2	1,037,517	12,910	2,603,028	40.4
23	Old Stone Bank, Providence, R.I.	1,006,867	866,704	+16.2	1,006,691	176	1,454,399	69.2
24	Rainier National Bank, Seattle	1,004,974	878,813	+14.4	964,467	40,507	3,540,696	28.4
25	Manufacturers National Bank, Detroit	985,376	1,061,282	— 7.2	973,798	11,578	2,602,749	37.9
26	United States National Bank, Portland, Ore.	979,308	965,672	+ 1.4	969,315	9,993	3,018,840	32.4
27	Bankers Trust Co., New York	965,365	932,989	+ 3.5	905,242	60,123	20,121,631	4.8
28	United Virginia Bank, Richmond	929,334	838,121	+10.9	917,453	11,881	3,033,216	30.6
29	BancOhio National Bank, Columbus	923,356	898,529	+ 2.8	905,411	17,945	2,925,346	31.6
30	Morgan Guaranty Trust Co., New York	922,756	626,920	+47.2	889,040	33,716	28,911,372	3.2
31	AmeriTrust Co., Cleveland	893,847	911,353	— 1.9	861,294	32,553	3,201,571	27.9
32	Mercantile National Bank, Dallas	873,196	665,214	+31.3	786,079	87,117	3,077,569	28.4
33	Huntington National Bank, Columbus, Ohio	850,903	734,327	+15.9	850,335	568	2,018,189	42.2
34	Maryland National Bank, Baltimore	814,530	855,254	— 4.8	771,641	42,889	1,936,356	42.1
35	Virginia National Bank, Norfolk	781,923	724,431	+ 7.9	781,475	448	1,990,855	39.3
36	Lincoln First Bank NA, Rochester, N.Y.	780,133	774,654	+ 0.7	772,803	7,330	2,219,283	35.2
37	NCNB National Bank of North Carolina, Charlotte	772,154	663,237	+16.4	770,609	1,545	3,943,657	19.6
38	First Interstate Bank of Arizona NA, Phoenix	765,280	774,376	— 1.2	761,645	3,635	2,699,970	28.3
39	Bank of California NA, San Francisco	762,334	760,920	+ 0.2	755,880	6,454	2,567,420	29.7
40	Frist National Bank, Boston	748,591	621,982	+20.4	687,451	61,140	8,572,227	8.7
41	National Bank of Detroit	745,560	1,077,011	—30.8	656,848	88,712	5,336,451	14.0
42	First Interstate Bank of Washington NA, Seattle	740,138	363,493	+103.6	729,445	10,693	1,278,108	57.9
43	Wachovia Bk & Tr Co. NA, Winston Salem, N.C.	735,359	624,188	+17.8	728,969	6,390	3,367,688	21.8
44	Fidelity Union Bank, Newark, N.J.	734,043	675,373	+ 8.7	716,418	17,625	1,690,145	43.4
45	Connecticut National Bank, Hartford	728,792	681,183	+ 7.0	727,479	1,313	2,184,573	33.4
46	F & M Marquette National Bank, Minneapolis	722,527	25,447	+2,739.3	718,590	3,937	882,730	81.9
47	Irving Trust Co., New York	715,710	617,452	+15.9	666,546	49,164	8,681,101	8.2
48	Citizens & Southern National Bank, Atlanta	711,781	632,114	+12.6	709,020	2,761	2,978,607	23.9
49	Arizona Bank, Phoenix	699,091	558,666	+25.1	678,590	20,501	1,604,323	43.6
50	Philadelphia National Bank	694,222	545,966	+27.2	691,009	3,213	2,801,288	24.8
51	National Bank of North America, New York	684,534	565,702	+21.0	614,421	70,113	4,081,739	16.8
52	Pittsburgh National Bank	680,061	689,965	— 1.4	642,575	37,486	3,268,259	20.8
53	First Secuirty Bank of Utah NA, Ogden	677,147	609,351	+11.1	671,958	5,189	1,339,597	50.5
54	First Union National Bank, Charlotte, N.C.	674,507	466,793	+44.5	671,184	3,323	2,691,048	25.1
55	Comerica Bank-Detroit	664,628	757,741	—12.3	659,645	4,983	2,384,684	27.9
56	First & Merchants National Bank, Richmond	661,749	649,001	+ 2.0	659,268	2,481	1,705,981	38.8
57	Bank of Hawaii, Honolulu	650,106	611,124	+ 6.4	648,695	1,411	1,719,323	37.8
58	Texas Commerce Bank NA, Houston	590,502	450,008	+31.2	351,113	239,389	5,090,913	11.6
59	Sumitomo Bank of California, San Francisco	588,667	610,601	— 3.6	588,667	0	1,698,246	34.7
60	Riggs National Bank, Washington, D.C.	584,562	613,238	— 4.7	537,384	47,178	1,626,875	35.9
61	Connecticut Bank & Trust Co. NA, Hartford	583,259	566,148	+ 3.0	581,659	1,600	2,149,038	27.1
62	First Hawaiian Bank, Honolulu	580,790	549,188	+ 5.8	570,942	9,848	1,195,116	48.6
63	First Interstate Bank of Nevada NA, Reno	570,025	529,736	+ 7.6	567,109	2,916	1,117,792	51.0
64	Fleet National Bank, Providence, R.I.	552,139	596,805	— 7.5	551,358	781	1,869,615	29.5
65	Equitable Bank NA, Baltimore	551,261	606,478	— 9.1	551,237	24	1,178,369	46.8
66	American Security Bank NA, Washington, D.C.	542,921	477,872	+13.6	522,401	20,520	1,718,995	31.6
67	European-American Bank & Trust Co., New York	537,274	343,042	+56.6	531,924	5,350	3,662,945	14.7
68	American Fletcher NB&T Co., Indianapolis	524,247	489,972	+ 7.0	522,548	1,699	1,400,259	37.4
69	Imperial Bank, Los Angeles	524,193	514,304	+ 1.9	519,366	4,827	1,036,613	50.6
70	Equibank, Pittsburgh	522,486	718,378	—27.3	522,486	0	1,487,242	35.1
71	American Bank & Trust Co., Reading, Pa.	521,630	547,103	— 4.7	521,630	0	1,321,991	39.5
72	United Bank of Denver NA	519,445	433,819	+19.7	497,627	21,818	1,354,243	38.4
73	Bank of Virginia, Richmond	510,165	483,066	+ 5.6	509,101	1,064	1,951,907	26.1
74	United Jersey Bank, Hackensack	497,171	480,910	+ 3.4	491,646	5,525	953,153	52.2
75	Harris Trust & Savings Bank, Chicago	478,049	472,784	+ 1.1	474,704	3,345	3,763,393	12.7
76	Hamilton Bank, Lancaster, Pa.	476,420	512,874	— 7.1	476,226	194	1,265,648	37.6
77	Michigan National Bank, Detroit	475,417	491,006	— 3.2	472,987	2,430	1,245,720	38.2
78	National City Bank, Cleveland	473,581	466,686	+ 1.5	464,001	9,580	1,727,249	27.4
79	First Wisconsin National Bank, Milwaukee	465,426	424,981	+ 9.5	462,506	2,920	2,172,192	21.4
80	Lloyds Bank, Los Angeles	461,346	528,535	—12.7	444,455	16,891	1,815,535	25.4
81	First National Bank, Baltimore	460,651	476,413	— 3.3	453,448	7,203	1,383,452	33.3
82	Fidelity Bank, Philadelphia	457,932	515,805	—11.2	409,373	48,559	1,649,280	27.8
83	Northwestern Bank, North Wilkesboro, N.C.	452,353	443,456	+ 2.0	449,469	2,884	1,105,102	40.9
84	First Pennsylvania Bank NA, Philadelphia	443,295	534,337	—17.0	436,041	7,254	2,880,727	15.4
85	Hibernia Bank, San Francisco	435,665	442,516	— 1.5	432,650	3,015	630,724	69.1
86	First Security Bank of Idaho NA, Boise	420,930	361,017	+16.6	420,890	40	914,993	46.0
87	Provident National Bank, Philadelphia	410,263	412,334	— 0.5	395,075	15,188	1,472,207	27.9
88	Atlantic National Bank, Jacksonvillie, Fla.	401,273	394,209	+ 1.8	376,725	24,548	1,045,276	38.4
89	Texas American Bank/Fort Worth NA	392,775	267,999	+46.6	379,935	12,840	1,347,323	29.2
90	First National Bank, Minneapolis	391,485	372,241	+ 5.2	325,602	65,883	2,626,243	14.9
91	Union Trust Co., Stamford, Conn.	387,139	388,761	— 0.4	387,139	0	843,335	45.9
92	Suburban Bank, Bethesda, Md.	381,224	409,092	— 6.8	379,122	2,102	693,486	55.0
93	Midlantic National Bank, Newark, N.J.	374,653	295,877	+26.6	343,924	30,729	1,227,020	30.5
94	Bank of the Commonwealth, Detroit	373,839	411,590	— 9.2	363,491	10,348	577,608	64.7
95	First City National Bank, Houston	362,884	443,068	—18.1	259,053	103,831	5,284,348	6 9
96	First National Bank, St. Paul, Minn.	361,792	344,977	+ 4.9	352,194	9,598	1,668,682	21.7
97	Norwest Bank Minneapolis NA	361,555	347,865	+ 3.9	347,215	14,340	2,983,123	12.1
98	RepublicBank Houston NA	359,241	250,028	+43.7	344,269	14,972	1,018,500	35.3
99	First National Bank, Louisville, Ky.	356,502	293,992	+21.3	245,731	110,771	1,362,735	26.2
100	InterFirst Bank Austin NA, Tex.	352,238	235,860	+49.3	349,607	2,631	660,628	53.3

(a)—Total real estate loans is the sum of loans secured by real estate plus loans to real estate investment trusts and mortgage companies. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies. The 1981 data have been restated for commercial bank mergers in 1982. (b)—Includes unearned income. But, the "reserve for possible loan losses" has not been netted out.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Top 100 U.S. Commercial Banks In Consumer Lending (a)

As of December 31, 1982

(in thousands of dollars)

Consumer Lending Rank 12/31/82	Name of Bank, City, State	Total Consumer Loans 12/31/82	Total Consumer Loans 12/31/81	% Change in Consumer Lending	Breakdown of Consumer Lending 12/31/82: Loans to Individual for household, family & other personal	Breakdown of Consumer Lending 12/31/82: 1-4 Family Mortgage Loans	Total Loans Gross (b) 12/31/82	Ratio of Consumer to Total%
1	Bank of America NT&SA, San Francisco	20,039,545	19,464,423	+ 3.0	8,404,835	11,634,710	72,085,886	27.8
2	Citibank NA, New York	9,501,000	9,705,260	— 2.1	6,478,000	3,023,000	68,824,000	13.8
3	Security Pacific National Bank, Los Angeles	7,651,689	7,301,760	+ 4.8	2,739,453	4,912,236	22,284,725	34.3
4	Wells Fargo Bank NA, San Francisco	6,028,843	6,157,645	— 2.1	1,831,236	4,197,607	16,958,084	35.6
5	Crocker National Bank, San Francisco	4,695,722	4,762,155	— 1.4	1,379,573	3,316,149	16,047,928	29.3
6	Chase Manhattan Bank NA, New York	4,518,782	4,693,615	— 3.7	3,451,462	1,067,320	52,856,490	8.5
7	First Interstate Bank of California, Los Angeles	3,548,568	3,353,263	+ 5.8	1,870,008	1,678,560	12,315,905	28.8
8	Chemical Bank, New York	2,876,442	2,753,957	+ 4.4	1,808,089	1,068,353	28,303,794	10.2
9	Marine Midland Bank NA, Buffalo, N.Y.	2,796,859	2,498,132	+12.0	2,143,064	653,795	11,995,848	23.3
10	First National Bank, Chicago	2,757,725	1,966,502	+40.2	1,937,357	820,368	21,359,745	12.9
11	Citibank (South Dakota) NA, Sioux Falls	2,713,112	2,334,559	+16.2	2,709,716	3,396	2,721,204	99.7
12	Manufacturers Hanover Trust Co., New York	2,337,738	2,060,613	+13.4	1,562,346	775,392	40,336,037	5.8
13	Continental Illinois National B & T Co., Chicago	2,222,350	2,553,983	—13.0	1,355,989	866,361	31,954,106	7.0
14	Valley National Bank of Arizona, Phoenix	2,012,151	1,988,584	+ 1.2	1,125,781	886,370	4,270,896	47.1
15	Citibank (New York State) NA, Buffalo	1,978,003	1,108,631	+78.4	1,931,109	46,894	2,041,542	96.9
16	Mellon Bank NA, Pittsburgh	1,687,611	1,788,392	— 5.6	926,446	761,165	11,116,154	15.2
17	United Virginia Bank, Richmond	1,556,160	1,471,798	+ 5.7	885,958	670,202	3,033,216	51.3
18	Seattle-First National Bank	1,475,101	1,645,268	—10.3	979,143	495,958	7,009,823	21.0
19	Southeast Bank NA, Miami	1,450,298	1,347,798	+ 7.6	860,582	589,716	3,326,928	43.6
20	Wachovia Bank & Trust Co., Winston-Salem., N.C.	1,367,413	1,141,917	+19.7	913,645	453,768	3,367,688	40.6
21	Bank of New York	1,339,762	1,307,003	+ 2.5	812,624	527,138	7,457,072	18.0
22	First Interstate Bank of Arizona NA, Phoenix	1,325,569	1,210,132	+ 9.5	837,935	487,634	2,699,970	49.1
23	NCNB National Bank of N.C., Charlotte	1,323,312	1,218,862	+ 8.6	971,797	351,515	3,943,657	33.6
24	Virginia National Bank, Norfolk	1,240,593	1,049,228	+18.2	822,325	418,268	1,990,855	62.3
25	First Interstate Bank of Oregon NA, Portland	1,162,465	1,239,433	— 6.2	458,491	703,974	2,603,028	44.7
26	BancOhio National Bank, Columbus	1,149,967	1,222,536	— 5.9	595,808	554,159	2,925,346	39.3
27	California First Bank, San Francisco	1,139,760	1,223,603	— 6.9	438,020	701,740	2,930,388	38.9
28	Rainier National Bank, Seattle	1,121,849	1,064,727	+ 5.4	630,277	491,572	3,540,696	31.7
29	Pittsburgh National Bank	1,100,530	1,054,731	+ 4.3	614,603	485,927	3,268,259	33.7
30	Citizens & Southern National Bank, Atlanta	1,080,295	1,059,733	+ 1.9	805,902	274,393	2,978,607	36.3
31	First Union National Bank, Charlotte, N.C.	1,058,940	932,082	+13.6	693,180	365,760	2,691,048	39.4
32	United States National Bank, Portland, Ore.	1,012,267	1,028,671	— 1.6	557,363	454,904	3,018,840	33.5
33	First & Merchants National Bank, Richmond	1,001,372	914,307	+ 9.5	538,091	463,281	1,705,981	58.7
34	Manufacturers National Bank, Detroit	989,077	1,071,346	— 7.7	298,629	690,448	2,602,749	38.0
35	AmeriTrust Co., Cleveland	906,258	916,315	— 1.1	455,892	450,366	3,201,571	28.3
36	Huntington National Bank, Columbus, Ohio	878,412	860,285	+ 2.1	476,100	402,312	2,018,189	43.5
37	Harris Trust & Savings Bank, Chicago	854,642	844,587	+ 1.2	508,039	346,603	3,763,393	22.7
38	Connecticut Bank & Trust Co. NA, Hartford	843,449	771,642	+ 9.3	448,688	394,761	2,149,038	39.2
39	Bank of Virginia, Richmond	834,215	782,323	+ 6.6	553,194	281,021	1,951,907	42.7
40	Connecticut National Bank, Hartford	832,754	781,227	+ 6.6	364,652	468,102	2,184,573	38.1
41	National Bank of Detroit	825,175	1,260,351	—34.5	260,736	564,439	5,336,451	15.5
42	Union Bank, Los Angeles	819,175	924,269	—11.4	576,172	243,003	4,302,074	19.0
43	Bank of California NA, San Francisco	762,945	814,752	— 6.4	303,034	459,911	2,567,420	29.7
44	National City Bank, Cleveland	755,555	790,981	— 4.5	414,964	340,591	1,727,249	43.7
45	First National Bank, Boston	751,054	806,201	— 6.8	523,056	227,998	8,572,227	8.8
46	Arizona Bank, Phoenix	735,851	718,539	+ 2.4	303,336	432,515	1,604,323	45.9
47	Bank of Hawaii, Honolulu	725,993	686,739	+ 5.7	397,415	328,578	1,719,323	42.2
48	Comerica Bank-Detroit	725,158	828,881	—12.5	220,478	504,680	2,384,684	30.4
49	First Interstate Bank of Washington NA, Seattle	713,732	413,583	+72.6	226,868	486,864	1,278,108	55.8
50	Lincoln First Bank NA, Rochester, N.Y.	710,408	793,223	—10.4	498,108	212,300	2,219,283	32.0
51	Maryland National Bank, Baltimore	691,177	960,303	—28.0	233,137	458,040	1,936,356	35.7
52	American Bank & Trust Co. of Pa., Reading	684,134	711,306	— 3.8	319,829	364,305	1,321,991	51.8
53	First National Bank, Atlanta	659,901	589,762	+11.9	545,667	114,234	1,874,513	35.2
54	Equitable Bank NA, Baltimore	653,009	660,467	— 1.1	364,959	288,050	1,178,369	55.4
55	Fidelity Union Bank, Newark, N.J.	640,513	617,945	+ 3.7	192,865	447,648	1,690,145	37.9
56	First Hawaiian Bank, Honolulu	630,574	641,964	— 1.8	246,396	384,178	1,195,116	52.8
57	European-American Bank & Trust Co., New York	625,928	586,816	+ 6.7	542,138	83,790	3,662,945	17.1
58	Banco Popular de Puerto Rico, San Juan	625,384	627,789	— 0.4	373,964	251,420	923,810	67.7
59	First Wisconsin National Bank, Milwaukee	623,218	641,642	— 2.9	355,076	268,142	2,172,192	28.7
60	First Interstate Bank of Nevada NA, Reno	603,068	582,350	+ 3.6	334,312	268,756	1,117,792	54.0
61	Lloyds Bank California, Los Angeles	602,619	703,791	—14.4	384,601	218,018	1,815,535	33.2
62	Philadelphia National Bank	601,066	619,319	— 2.9	176,439	424,627	2,801,288	21.5
63	American Fletcher National B & T Co., Indianapolis	596,653	572,859	+ 4.2	221,308	375,345	1,400,259	42.6
64	Atlantic National Bank, Jacksonville, Fla.	596,555	602,426	— 1.0	409,630	186,925	1,045,276	57.1
65	Provident National Bank, Philadelphia	595,318	636,998	— 6.5	329,820	265,498	1,472,207	40.4
66	RepublicBank Dallas NA	592,218	573,998	+ 3.2	388,105	204,113	6,722,804	8.8
67	Michigan National Bank, Lansing	576,666	594,356	— 3.0	432,473	144,193	1,223,172	47.1
68	National Bank of North America, New York	565,094	579,272	— 2.4	328,570	236,524	4,081,739	13.8
69	Indiana National Bank, Indianapolis	562,884	567,387	— 0.8	336,201	226,683	1,402,844	40.1
70	F&M Marquette National Bank, Minneapolis	553,977	34,708	+1,496.1	31,930	522,047	882,730	62.8
71	First Security Bank of Utah NA, Ogden	546,292	481,778	+13.4	235,720	310,597	1,339,597	40.8
72	First Virginia Bank, Falls Church	538,628	460,101	+17.1	372,641	165,987	545,121	98.8
73	Irving Trust Co., New York	533,849	470,879	+13.4	438,085	95,764	8,681,101	6.2
74	First Pennsylvania Bank NA, Philadelphia	532,935	589,816	— 9.6	376,570	156,365	2,880,727	18.5
75	Equibank, Pittsburgh	529,274	758,456	—30.2	368,170	161,104	1,487,242	35.6
76	Idaho First National Bank, Boise	519,104	515,408	+ 0.7	327,748	191,356	1,294,261	40.1
77	Riggs National Bank, Washington, D.C.	518,557	650,118	—20.2	247,078	271,479	1,626,875	31.9
78	Manufacturers & Traders Trust Co., Buffalo, N.Y.	510,989	542,420	— 5.8	352,906	158,083	1,095,011	46.7
79	Citizens Commercial & Savings Bank, Flint, Mich.	503,001	505,315	— 0.5	257,860	245,141	643,826	78.1
80	Union Trust Co., Stamford, Conn.	501,507	498,245	+ 0.7	257,329	244,178	843,335	59.5
81	Sun Bank NA, Orlando, Fla.	501,253	468,288	+ 7.0	355,722	145,531	918,292	54.6
82	Fidelity Bank, Philadelphia	481,043	477,165	+ 0.8	215,804	265,239	1,649,280	29.2
83	Society National Bank, Cleveland	480,787	497,975	— 3.5	258,660	222,127	956,297	50.3
84	First Security Bank of Idaho NA, Boise	478,098	454,649	+ 5.2	200,402	277,696	914,993	52.3
85	First National Bank, Baltimore	475,943	602,923	—21.1	205,038	270,905	1,383,452	34.4
86	Northwestern Bank, North Wilkesboro, N.C.	475,718	523,461	— 9.1	312,528	163,190	1,105,102	43.0
87	Zions First National Bank, Salt Lake City	471,359	442,346	+ 6.6	316,791	154,568	990,683	47.6
88	First City National Bank, Houston	471,112	376,059	+25.3	418,989	52,123	5,284,384	8.9
89	Hamilton Bank, Lancaster, Pa.	455,955	519,438	—12.2	171,789	284,166	1,265,648	36.0
90	Fleet National Bank, Providence, R.I.	448,164	561,201	—20.1	233,996	214,168	1,869,615	24.0
91	Wilmington Trust Co., Del.	443,052	431,926	+ 2.6	221,862	221,190	767,759	57.7
92	Old Stone Bank, Providence, R.I.	436,805	461,516	— 5.4	90,078	346,727	1,454,399	30.0
93	Union National Bank, Pittsburgh	436,563	432,498	+ 0.9	209,105	227,458	723,475	60.3
94	First National Bank, Birmingham, Ala.	430,369	371,499	+15.8	297,510	132,859	1,034,599	41.6
95	Bankers Trust of South Carolina, Columbia	427,210	387,992	+10.1	264,975	162,235	664,616	64.3
96	Bank One of Columbus NA, Ohio	423,412	476,496	—11.1	348,376	75,036	765,892	55.3
97	Barnett Bank of South Florida NA, Miami	422,694	294,506	+43.5	348,691	74,003	812,997	52.0
98	Shawmut Bank of Boston	422,254	363,913	+16.0	264,878	157,376	1,608,149	26.3
99	South Carolina National Bank, Columbia	421,425	430,474	— 2.1	347,504	73,921	824,716	51.1
100	Norwest Bank Minneapolis NA	418,267	398,635	+ 4.9	201,534	216,733	2,983,123	14.0

(a)—Total consumer loans is the sum of loans to individuals for household, family, and other personal expenditures plus 1-4 family mortgage loans. Data are from the Consolidated Report of Condition, or "Call Report", submitted by banks to the Federal regulatory agencies. The 1981 data have been restated for commercial bank mergers in 1982.

DATA SOURCE: *Provided by the Network Services Division of ADP.*

Citibank, Bank of America Are Top Lenders in American Banker Survey

Continued from page 1

Citibank's C&I loans accounted for 59.1% of its total gross loans of $68.8 billion at yearend 1982.

Following Citibank was Chase Manhattan Bank NA, New York, with $33.7 billion in C&I loans, up 13.23% from 1981, when it ranked third with $29.8 billion. Chase's commercial and industrial loan data have been corrected to reflect revisions reported to the American Banker by the bank after it discovered an error in its call report. (This error also affected the foreign lending table, and the data for this table were corrected as well.)

In third place was Bank of America with $31.7 billion in commercial and industrial loans, up only 3.15% from a year earlier, when it ranked second.

Bank of America was followed by Continental Illinois National Bank & Trust Co., Chicago, with $21.9 billion in these loans, and Manufacturers Hanover Trust Co., New York, with $21 billion.

Commercial and industrial loans are loans to business enterprises, including direct or purchased loans such as commercial paper or bankers' acceptances. For a more detailed explanation of the call report items used in the study, see the story on page 24.

Among the top 10 banks, Bankers Trust Co., New York, posted the largest increase in these loans, 23.56%, to remain in eighth place with $12.3 billion.

Overall, for the top 100 banks, C&I loans totaled $345.8 billion at yearend 1982, up 10.2% from a year earlier. These loans accounted for 49.8% of all loans made by the top 100 banks.

The largest gain in rank was posted by 75th-ranked Fidelity Union Bank, Newark, which jumped 48 places, from 123d for 1981. The gain is attributable to the merger of Fidelity Union Bank NA Garden State, Paramus, and Fidelity Union Bank NA Red Bank in April 1982.

Of the $344.3 billion in total commercial and industrial loans, approximately 62% were to U.S.-based businesses, and 38% went to foreign-based businesses.

Foreign Lending

Citibank, with $37.4 billion in loans to foreigners also was the largest lender in the foreign lending category. Over 73% of Citibank's foreign loans went to foreign business ($27.4 billion); 9%, or $3.4 billion, went to foreign governments and official institutions; 11.5%, or $4.3 billion, went to foreign banks; and 6% went to other foreigners.

The American Banker defines foreign loans as the sum of loans to foreign business, governments, banks, and all other foreigners.

Chase followed Citibank with $26.6 billion in foreign loans.

Bank of America ranks third with $26.4 billion in foreign loans. Manufacturers Hanover, with $20 billion, and Morgan Guaranty Trust Co., New York, with $18.4 billion, followed Bank of America in this lending category.

As a group, loans to foreigners totaled $228.8 billion for the top 100 banks, up 7.4% from a year earlier. Loans to foreign business accounted for 57.9%, or $132.4 billion of the total; loans to foreign governments were $33.1 billion, or 14.5%; loans to foreign banks totaled $50.8 billion, or 22.2%; and all other foreign loans stood at $12.4 billion, or 5.4%.

The largest percentage gains in foreign loans were posted by Union Trust Co., Baltimore, and First Interstate Bank of Arizona NA, Phoenix. Union Trust's foreign loans were up 206.7% to $181.8 million. The Baltimore bank ranked 76th at yearend. First Interstate's loans were up 204.1% to $110.6 million, and it ranks 94th.

The bank with the highest ratio of foreign loans to total loans is 84th-ranked Banco de Bogota Trust Co., New York, a U.S. commercial bank subsidiary of Banco de Bogota, Colombia. Over 94% of its $151.1 million loan portfolio, or $142.7 million, are foreign loans.

For the top 100 group, foreign loans accounted for 33.9% of all loans.

Farm Lending

Bank of America, with $2.3 billion in agricultural loans, was the top bank in farm lending. Its agricultural loan portfolio was more than four times larger than Crocker National Bank, San Francisco, the second largest farm lender with $570.7 million in these loans.

The bulk of Bank of America's loans — $1.9 billion — were loans to finance agricultural production, while the remainder — $417 million — were real estate loans secured by farmland.

Among the top 10 banks in the field, the largest percentage gain was posted by seventh-ranked Morgan Guaranty Trust Co., whose agricultural loans rose 186.7% to $190 million.

Overall, among the top 100 banks, the largest percentage gain was scored by 100th-ranked F&M Marquette National Bank, Minneapolis, whose loans were up 1,020%. This gain is attributable to its merger of Farmers & Mechanics Savings Bank, also in Minneapolis, in February 1982.

J.P. Morgan & Co. Inc., the parent holding company of Morgan Guaranty, also had another of its commercial bank subsidiaries in the listing. Morgan Bank Delaware, Wilmington, which was formed in December 1981 under the Financial Center Development Act, ranked 36th, with $62.4 million in farm loans.

For the top 100 banks, farm loans totaled $9.72 billion on Dec. 31, 1982, up 11.9% from $8.69 billion a year earlier. Of the total, $8.68 billion were loans to finance agricultural production, and $1.04 billion were real estate loans secured by farmland.

The bank with the highest ratio of farm loans to total loans was the 18th-ranked First National Bank, Aberdeen, S.D., with 44.1%, or $92.8 million, of its $210 million loan portfolio in farm loans.

For the group, farm loans accounted for only 1.8% of all loans made by the top 100 banks.

Real Estate Lending

Bank of America, with $21 billion in real estate loans, was also the top bank in this lending category. Its real estate loan portfolio was more than twice as large as Citibank's, the second largest real estate lender with $10.4 billion.

Almost all of Bank of America's real estate loans — $20.8 billion — are long- and medium-term loans secured by real estate. Only $209 million of the total are in the shorter-term loans to real estate investment trusts and mortgage companies.

Among the top 10 banks in real estate lending, Manufacturers Hanover Trust had the largest gain, 25.9%, to rank eighth with $3.3 billion.

Again, the largest gain overall was posted by F&M Marquette National Bank, which had a 2,739% increase in real estate loans to rank 46th, with $723 million.

For the top 100 banks, real estate loans totaled $135.3 billion, up 6.4% from a year earlier. Of the total, $130.9 billion were loans secured primarily by real estate, and the remainder, $4.4 billion, were loans to real estate investment trusts and mortgage companies.

The bank with the highest percentage of real estate loans in its portfolio was the 23d-ranked Old Stone Bank, Providence, R.I. The bank had 69.2%, or $1 billion, of its $1.45 billion loan portfolio in real estate loans. Old Stone, which converted from a savings bank to a commercial bank charter, has a stated strategy of investing in real estate and related assets.

For the top 100 group, real estate loans accounted for 20.1% of all loans.

Consumer Lending

The top-ranked commercial bank in lending to the consumer is Bank of America, with $20 billion in consumer loans. This is more than twice as much as runner-up Citibank, which has $9.5 billion in consumer loans.

The American Banker defines consumer loans as the sum of loans to individuals for household, family, and other personal expenditures, plus one- to four-family home mortgage loans.

However, it is important to remember that this listing shows only the consumer loans made by an individual commercial bank. For some banking organizations, such as Citicorp, the parent of Citibank, the consumer lending functions may by diversified in other bank subsidiaries and nonbank subsidiaries. For these organizations, therefore, consumer lending activity is understated.

For example, Citicorp, in addition to Citibank, had two other bank subsidiaries in the listing: 11th-ranked Citibank (South Dakota) NA, Sioux Falls, with $2.7 billion in consumer loans and 15th-ranked Citibank (New York State) NA, Buffalo, with $1.98

➤➤ Top Lenders: Page 35

Federal Home Loan Banks

Bonds

$500,000,000

10.80 % Series E-1988 Consolidated Bonds
Dated June 27, 1983 Non-Callable Due June 27, 1988
Interest Payable on December 27 and June 27
Price 100%
CUSIP #313388 LB 4

(Available in Book-Entry Form only; Minimum Amount of $10,000)

These Consolidated Bonds are the joint and several obligations of the Federal Home Loan Banks and are legal for investment by savings banks, insurance companies, trustees, and other fiduciaries under the laws of many states. The offering of these Bonds is made by the Federal Home Loan Banks through the Office of Finance with the assistance of a nationwide selling group of recognized dealers in securities.

Stephen P. Terry, *Director*
Austin C. Dowling, *Deputy Director*
Jean C. Chabot, *Manager*
Office of Finance, Federal Home Loan Banks
1700 G St., N.W., Washington, DC 20552

This announcement appears as a matter of record.

New Issue
June 22, 1983

The Markets

Money Market

Tuesday, June 21, 1983

Federal funds range.....9⅛%-9¼%
Prime rate (2/28/83).....10½%
Discount rate FRB of New York (12/14/82).....8½%
Call Loans on Securities:
To brokers on stock exchange collateral.....9¼%
To dealers on U. S. Gov't Securities.....N.A.
Bankers Accepts. offering rate—discount basis (6/21/83):
30 days—9.15 60 days—9.15 90 days—9.15
120 days—9.18 180 days—9.15
N.Y. City Banks' CDs — Highest Offering Rate (6/21/83)
14 days— 8⅞ 30 days— 8⅞ 60 days— 8⅞
90 days— 9.00 120 days— 9⅛ 150 days— 9⅛
180 days— 9¼ 270 days— 9¼ 360 days— 9¼
Dealer Comm'l paper—discount basis (6/21/83)
30 days—8⅝ 60 days—8⅝ 90 days—8¾
Comm'l Paper Directly Placed—Range disc. basis (6/21/83)
5-14 days—7-9 15-29 days—7-9¼
30-59 days—7-9¼ 60-89 days—7-9
90-179 days—7-9 180-270 days—7-9
Eurodollar Deposits—London bid (6/21/83)
Overnight—9⅛ 7 days—9¼
1 mos.—9⅜ 3 mos.—9 13/16
6 mos.—10 1/16 1 year—10⅜
NIBOR (6-month).....10¼
LIBOR (6-month).....10

Savings Rates

91-day time CD.....8.73%
6-month money market certificates*.....8.77%/9.02%
18-month small-saver certificates*.....9.65%/9.90%
*—Rates shown are commercial bank/thrift institution offering rates.

Futures Markets

3-Month Domestic CD Futures (IMM)+

Delivery Month	High	Low	Settlement	Change (a)	Yield (b)
June '83	90.67	90.50	90.67	+ 4	9.33
Sept '83	90.14	89.81	90.13	+17	9.87
Dec. '83	89.96	89.66	89.95	+18	10.05
Mar. '84	89.80	89.55	89.80	+16	10.20

As of the previous day's close; Total no. of contracts traded: 6,881; total open interest: 15,810; and change in open interest: +430

3-Month. T-Bill Futures (IMM)++

Delivery Month	High	Low	Settlement	Change (a)	Discount Yield (b)
Sept '83	90.80	90.53	90.79	+12	9.21
Dec. '83	90.60	90.36	90.59	+13	9.41
Mar. '84	90.47	90.23	90.46	+14	9.54
June '84	90.32	90.13	90.32	+12	9.68
Sept '84	90.17	90.01	90.17	+11	9.83
Dec. '84	90.02	89.89	90.02	+ 8	9.98
Mar. '85	89.89	89.79	89.89	+ 5	10.11
June '85	89.78	89.65	89.78	+ 4	10.22

As of the previous day's close: Total volume: 18,143; total open interest: 42,632; and change in open interest: +316

American Banker Index

Selected Money Center Bank Stocks +

			High	Low	Last
June21	267.3	1982	299.5	224.1	267.3
June20	269.5	1981	258.2	158.7	233.2
June17	273.3	1980	186.0	138.0	184.2
June16	271.1	1979	196.1	150.3	165.1
June15	270.6	1978	187.9	132.4	156.8

+ based on midday prices.

Gold Coins

Coin Name & Weight	$ Value per Coin June 21	June 20
Maple leaf (1 Troy oz.)	433.50	436.00
Mexican peso (1 Troy oz.)	433.50	436.00
Chinese Panda (1 Troy oz.)	444.50	446.50
U.S. Armstrong (1 Troy oz.)	434.00	436.00
Mexican 50 peso (1.2 Troy oz.)	517.00	520.25
Austrian 100 corona (.98 Troy oz.)	412.75	414.75
Mexican 20 peso (.48 Troy oz.)	210.00	210.75
U.S. Wright (.50 Troy oz.)	217.00	218.25
Maple Leaf ¼ ounce (.25 Troy oz.)	115.75	116.25
Austrian 1 Ducat (.11 Troy oz.)	51.00	52.00

These quotes represent the N.Y. fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

BAI . . .

Continued from page 10

pant, it also diminishes their individual ability to differentiate their products which could eventually lead to increased merger activity.

One section of the survey details marketing strategies by bank asset size and points out misperceptions among banks about their competitors.

Large banks, for example, are more committed to the retail market than other banks think they are; medium-sized banks are more interested in affluent customers than large banks think they are; medium banks intend to offer more personalized (as opposed to automated) service delivery than other banks think they will; and small banks will offer a wider range of products than other banks expect they will.

The study concludes that bank strategies will shift as these misperceptions are clarified. ■

Top Lenders . . .

Continued from page 34

billion. Citicorp also lends to consumers through its thrift subsidiary, the $1.9 billion-deposit Citicorp Savings FS&LA, San Francisco; its consumer finance company, Citicorp Person-to-Person Inc., St. Louis, as well as other nonbank subsidiaries. In total, Citicorp had $27.3 billion in gross consumer loans at yearend to make it the top banking firm in lending to the consumer.

Among the top 10 banks in consumer lending, First National Bank, Chicago, had the largest percentage gain, 40.2%, to rank 10th with $2.8 billion.

F&M Marquette National Bank had the largest overall gain, 1,496%, to rank 70th, with $554 million in consumer loans

As a group, the top 100 banks had $138.5 billion in consumer loans, up 2.4% from a year earlier. Of the total, $76 billion were loans to individuals and households, and $62.5 billion were mortgage loans.

The bank with the largest proportion of consumer loans to total loans is Citibank (South Dakota) NA, with 99.7% of its $2.72 billion loan portfolio in consumer loans. The bank handles most of Citicorp's consumer credit card operations.

For the top 100 group, consumer lending accounted for 22.6% of all loans made. ■

To Our Readers

American Banker would appreciate your comments on the "Top Lenders" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ Date_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ Title_____

Company_____ Phone_____

Address_____

NYS Bill Would Clarify Income For State Taxes

Special to the American Banker

ALBANY, N.Y. — Standards to determine the portion of an interstate savings bank corporation's net income derived from business carried on in New York State will be strengthened under legislation now before Gov. Mario Cuomo for action.

This determination is needed to assess the basic franchise tax on interstate savings banks.

The measure also would provide regulations to determine the portion of interest or dividends paid to New York thrift depositors and shareholders. This figure is needed to determine the New York State alternative minimum tax of the franchise tax.

The alternative minimum tax allows savings and loans to choose from three methods of figuring their tax: basing it on their entire net income, on the interest paid to depositors and shareholders, or simply paying a $250 minimum tax. The highest figure is the one that must be used.

Commercial banks are not subject to this legislation because their taxes are figured by different means.

Until 1982, New York's savings banks and savings and loan associations were barred from operating outside of the state. But a law allowing out-of-state banks to acquire control of New York banking institutions had a reciprocal corollary stipulating that New York savings banks must also have the right to operate in those states.

Marilyn Kaltenborn of the State Department of Taxation and Finance gave an example of how the measure would affect banks.

"The Northeast Savings Bank, based in Schenectady, has recently acquired at least one bank in Connecticut," she said. "If the law is not signed, the bank would have to pay New York State tax on all the interest it pays to depositors, even the depositors in Connecticut," she explained.

"But this law would allow the bank to pay taxes only on its New York depositors. The law would also work conversly. Say, if a Maine bank had branches in New York, it would only pay New York taxes on its New York depositors," she said. ■

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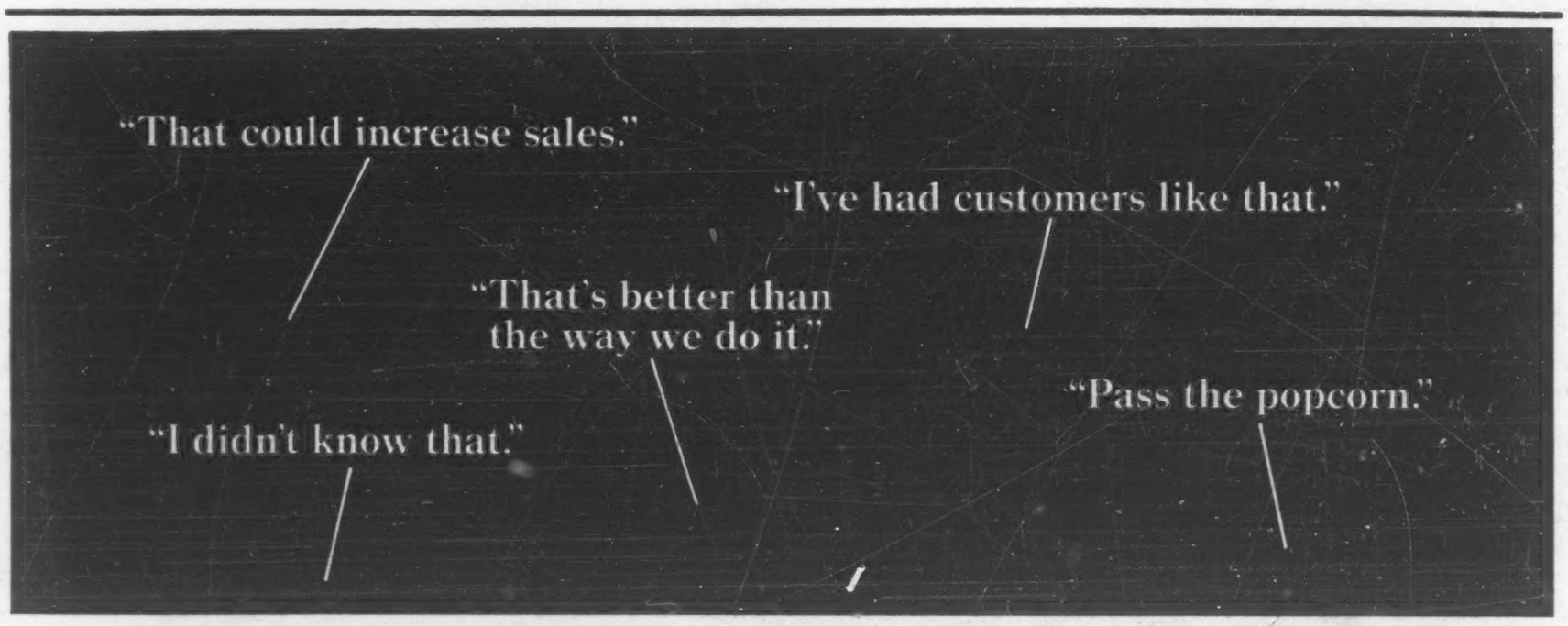
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Citicorp Details Dakota Plans

Would Offer Wide Array of Insurance Products

By GORDON MATTHEWS

NEW YORK — Citicorp has told federal banking regulators that it will offer a "competitive array of insurance products," through the South Dakota bank it proposes to acquire as its means of access into the insurance business.

A tentative outline of Citicorp's plans

ND Insurance Law Challenge, Page 27

is part of its application with the Federal Reserve Bank of New York to buy American State Bank of Rapid City and test the new South Dakota law granting state banks entry into "all facets" of insurance.

Citicorp told the Fed that life insurance is its "highest priority," followed by other consumer lines including insurance of automobiles, motorboats, homes, and mobile homes. Commercial lines of insurance have been assigned a "lower priority."

The holding company said its insurance customers might be served by independent insurance agents, direct mail, or electronic terminals, "depending on competitive and other marketplace demands."

The banking firm, though it em-

➳ Citicorp: Page 27

Suspect Annuities Appear at 2d Bank

By RICHARD RINGER

CHICAGO — At least one other bank has bought annuities, several of which have since defaulted, from an insurance company linked to a North Dakota corporation that played a role in last week's closing of a South Dakota bank.

Western National Bank of Lovell, Wyo., purchased a number of annuities totaling $9.8 million in April and May from Fort Lincoln Life Assurance Co., said Jack Langdon, Wyoming's state insurance commissioner.

The company paid off some of the annuities as they matured, but it defaulted on two that matured June 17 and 20, Mr. Langdon said. The value of the defaulted annuities is not yet known, but all the annuities ranged in face value from $200,000 to $2.5 million, he said.

Another sizable annuity purchased from the same insurance company by Western National Bank is scheduled to mature next week, a source said.

Officials at Western National Bank could not be reached for comment.

Western National had total capital of $1.4 million as of March 31, according to the Federal Deposit Insurance Corp. Defaulted annuities will have to be listed by the bank as a loss. But because the value of the defaulted annuities wasn't immediately known, the impact the loss will have on Western National

➳ Failure: Page 26

Republic, Interfirst, Allied Lead Peer Groups in Performance Review

By SANFORD ROSE

There are 62 U.S. bank holding companies with assets in excess of $5 billion. How did these 62 top companies perform in 1982? Based on data supplied by Cates Consulting Analysts, the American Banker broke the universe into three peer groups: 14 money center institutions, 18 nonmoney center institutions with assets in excess of $10 billion, and 30 companies with between $5 billion and $10 billion in assets.

Among the money center group, Republic New York Corp. topped the list in return on assets and return on equity. The New York institution, which is characterized as a money center firm primarily because of the wholesale and international mix of its customer base, earned 81 basis points on assets and 20.36% on equity in 1982.

Among the $10-billion-plus nonmoney center banks, Interfirst Corp. of Dallas nosed out Mercantile Texas, also of Dallas, by one basis point to capture the ROA lead. Interfirst also led in ROE, beating out Texas Commerce.

Heading up the $5-billion-plus group was still another Texas institution, Allied Bancshares. The Houston-based company earned 164 basis points on assets and 25.93% on equity in 1982.

The Market Overlooks a Slip

Republic topped the money center listing despite a significantly lower ROA and ROE than in 1981. Notwithstanding the earnings slippage, Republic received somewhat greater market acceptance than it had in the previous year. The price of its stock was 135% of book value in early 1983 (see table 2), up from 129% in early 1982. None of the other 13 money center institutions achieved a market valuation in excess of book.

The decline in Republic's 1982 earnings is traceable to an exceedingly cautious asset allocation strategy employed since 1981, suggests analyst David Cates. Instead of placing its funds in loans, which grew by only 5.6% in 1982, Republic concentrated on money market investments, which jumped by nearly 55%.

Such a strategy may have insulated the organization from large loan losses, but it also weakened spreads and thus unfavorably affected both the net interest margin and ROA.

➳ Performance Review: Page 19

INSIDE

American Banker Bank Performance Review
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International Briefing
Portugal has devalued the escudo by some 12%. The government now plans an in-depth review of the country's business, banking, and investment policies 2

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Trust Profit Margins Off Slightly
Lower interest rates kept trust industry profit margins from improving in 1982, according to the Cates TrustCompare survey of 197 banks: TRUST BANKING 2

A Thrift Is Not a Bank
Thrifts and commercial banks are still very different kinds of institutions despite recent legislative action, says Edwin J. Gray, chairman of the Federal Home Loan Bank Board: REQUIRED READING 4

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Table 1: The Performance of the Top Banking Organizations in the United States in 1982

By Peer Group and Ranked by Three Measures of Performance

	A. Listed in Order of Return on Average Assets		B. Listed in Order of Return on Average Equity		C. Listed in Order of Percent Change in Earnings Per Share	
MONEY CENTER BANKS						
1.	Republic New York Corp.	0.81	Republic New York Corp.	20.36	Citicorp	31.4
2.	J.P. Morgan & Co., Inc.	0.78	Bankers Trust New York Corp.	18.22	Harris Bankcorp, Inc.	23.9
3.	Bank of Boston Corp.	0.74	J.P. Morgan & Co., Inc.	17.23	Bankers Trust New York Corp.	23.7
4.	Mellon National Corp.	0.73	Citicorp	16.34	J.P. Morgan & Co., Inc.	15.5
5.	Bankers Trust New York Corp.	0.67	Chemical New York Corp.	15.81	First Chicago Corp.	15.0
6.	Citicorp	0.61	Bank of Boston Corp.	15.15	Mellon National Corp.	13.1
7.	Chemical New York Corp.	0.60	Mellon National Corp.	13.96	Bank of Boston Corp.	11.1
	Median Values for Group	**0.57**		**13.86**		**10.4**
8.	Harris Bankcorp, Inc.	0.54	Manufacturers Hanover Corp.	13.76	Chemical New York Corp.	9.6
9.	Northern Trust Corp.	0.51	Irving Bank Corp.	12.44	Manufacturers Hanover Corp.	2.8
10.	Manufacturers Hanover Corp.	0.50	Harris Bankcorp, Inc.	10.81	Republic New York Corp.	— 7.2
11.	Chase Manhattan Corp.	0.43	First Chicago Corp.	10.73	Northern Trust Corp.	—12.5
12.	Irving Bank Corp.	0.43	Chase Manhattan Corp.	10.61	Irving Bank Corp.	—15.6
13.	First Chicago Corp.	0.41	Northern Trust Corp.	10.24	Chase Manhattan Corp.	—32.4
14.	Continental Illinois Corp.	0.18	Continental Illinois Corp.	4.93	Continental	—67.8
$10 BILLION-ASSET BANKS						
1.	InterFirst Corp.	1.17	InterFirst Corp.	21.44	Mercantile Texas Corp.	22.9
2.	Mercantile Texas Corp.	1.16	Texas Commerce Bancshares, Inc.	21.26	Bank of New York Co., Inc.	21.8
3.	Texas Commerce Bancshares	1.15	Mercantile Texas Corp.	20.22	RepublicBank Corp.	18.7
4.	PNC Financial Corp.	1.11	RepublicBank Corp.	19.11	Texas Commerce Bancshares, Inc.	17.8
5.	RepublicBank Corp.	0.98	PNC Financial Corp.	17.75	NCNB Corp.	15.8
6.	First City Bancorp of Texas, Inc.	0.96	Security Pacific Corp.	16.65	PNC Financial Corp.	14.4
7.	NCNB Corp.	0.91	First City Bancorp of Texas, Inc.	15.74	InterFirst Corp.	13.9
8.	First Bank System, Inc.	0.73	NCNB Corp.	15.70	NBD Bancorp., Inc.	12.4
9.	Norwest Corp.	0.73	Bank of New York Co., Inc.	15.66	Security Pacific Corp.	10.6
	Median Values for the Group	**0.70**		**14.58**		**10.2**
10.	Security Pacific Corp.	0.67	First Interstate Bancorp	13.49	Wells Fargo & Co., Inc.	9.8
11.	NBD Bancorp., Inc.	0.64	Wells Fargo & Co.	13.36	First Bank System, Inc.	9.6
12.	Bank of New York Co., Inc.	0.61	First Bank System, Inc.	13.18	Marine Midland Banks, Inc.	1.3
13.	First Inerstate Bancorp	0.60	Norwest Corp.	12.11	First City Bancorp of Texas, Inc.	—7.4
14.	Wells Fargo & Co.	0.57	NBD Bancorp., Inc.	10.69	First Interstate Bancorp	—9.2
15.	Marine Midland Banks, Inc.	0.45	Marine Midland Banks, Inc.	10.38	Crocker National Corp.	—9.8
16.	BankAmerica Corp.	0.33	BankAmerica Corp.	9.17	BankAmerica Corp.	—13.9
17.	Crocker National Corp.	0.30	Crocker National Corp.	6.34	Norwest Corp.	—16.4
18.	Seafirst Corp.	—0.84	Seafirst Corp.	—17.60	Seafirst Corp.	—210.9
$5-to-$10 BILLION-ASSET BANKS						
1.	Allied Banchares, Inc.	1.64	Allied Bancshares, Inc.	25.93	Manufacturers National Corp.	374.8
2.	Banc One Corp.	1.38	Banc One Corp.	20.36	CoreStates Financial Corp.	52.6
3.	Wachovia Corp.	1.20	First Union Corp.	19.18	National Bank of North America	37.3
4.	Southwest Bancshares Inc.	1.09	Barnett Banks of Florida, Inc.	19.09	Southwest Banchares, Inc.	29.4
5.	Barnett Banks of Florida, Inc.	1.05	Southwest Bancshares, Inc.	18.88	Allied Bancshares, Inc.	23.6
6.	AmeriTrust Corp.	1.00	Wachovia Corp.	18.69	Wachovia Corp.	17.4
7.	First Union Corp.	0.99	Citizens & Southern Georgia Corp.	16.63	Banc One Corp.	16.5
8.	Citizens & Southern Georgia Corp.	0.98	CoreStates Financial Corp.	16.34	Barnett Banks of Florida, Inc.	14.5
9.	CoreStates Financial Corp.	0.96	Bank of New England Corp.	16.20	Citizens & Southern Georgia Corp.	13.9
10.	Maryland National Corp.	0.96	Mercantile Bancorp., Inc.	14.71	CBT Corp.	13.8
11.	U.S. Bancorp	0.93	Huntington Bancshares, Inc.	14.71	Sun Banks, Inc.	13.1
12.	CBT Corp.	0.90	Sun Banks, Inc.	14.63	Shawmut Corp.	13.0
13.	Sun Banks, Inc.	0.89	CBT Corp.	14.37	First Union Corp.	11.8
14.	Mercantile Bancorp., Inc.	0.85	Maryland National Corp.	14.19	Comerica, Inc.	9.2
15.	National City Corp.	0.81	Shawmut Corp.	13.74	National City Corp.	7.9
	Median Values for the Group	**0.81**		**13.39**		**7.9**
16.	Huntington Bancshares, Inc.	0.80	Southeast Banking Corp.	13.04	Huntington Bancshares, Inc.	6.5
17.	Southwest Banking Corp.	0.77	Valley National Corp.	12.90	Union Bank	5.5
18.	Valley National Corp.	0.75	U.S. Bancorp	12.15	Maryland National Corp.	4.1
19.	Bank of New England Corp.	0.74	National City Corp.	12.05	Bank of New England Corp.	1.0
20.	Shawmut Corp.	0.71	Comerica, Inc.	11.73	Mercantile Bancorp., Inc.	—2.5
21.	Rainier Bancorp	0.69	Manufacturers National Corp.	11.37	Southeast Banking Corp.	—3.8
22.	Comerica, Inc.	0.66	Rainier Bancorp	11.33	AmeriTrust Corp.	—6.9
23.	Manufacturers National Corp.	0.58	AmeriTrust Corp.	9.59	Valley National Corp.	—10.9
24.	BancOhio Corp.	0.46	Union Bank	9.15	European American Bancorp.	—10.9
25.	Centerre Bancorp.	0.45	Euorpean American Bancorp.	8.35	Rainier Bancorp.	—12.0
26.	Union Bank	0.44	BancOhio Corp.	8.22	U.S. Bancorp	—19.6
27.	European American Bancorp.	0.34	Centerre Bancorp.	8.19	BancOhio Corp.	—20.2
28.	National Bank of North America	0.32	National Bank of North America	5.80	Centerre Bancorp.	—40.6
29.	Michigan National Corp.	0.05	Michigan National Corp.	0.76	Michigan National Corp.	-93.1
30.	First Pennsylvania Corp.	—0.36	First Pennsylvania Corp.	—9.22	First Pennsylvania Corp.	N.A.

Data provided by Cates Consulting Analysts, New York. For definitions of terms used, see article accompanying Table 2.

Table 2: How the Markets Look at Banks

Listed by Peer Group in Order of Market-to-Book Value of the Bank's Stock

Mkt.-Book Rank	Name of Banking Company	Ratio of Mkt.-to-Book Value	Price-Earnings Multiple	Dividend Yield (%)
Money Center Banks				
1	Republic New York Corp.	135.16	7.07	3.48
2	J.P. Morgan & Co., Inc.	94.80	6.08	5.70
3	Citicorp	90.83	5.95	5.00
4	Bank of Boston Corp.	77.00	5.42	5.65
5	Bankers Trust New York Corp.	75.21	4.30	6.00
6	Mellon National Corp.	74.28	5.55	6.06
7	Chemical New York Corp.	66.55	4.36	6.92
	Median values for the Group	**65.39**	**5.51**	**6.16**
8	Northern Trust Corp.	64.22	6.45	6.08
9	Manufacturers Hanover Corp.	62.85	4.76	8.16
10	Chase Manhattan Corp.	60.65	5.83	7.09
11	First Chicago Corp.	57.38	5.47	6.23
12	Irving Bank Corp.	55.65	4.71	7.66
13	Harris Bankcorp., Inc.	54.14	5.15	7.04
14	Continental Illinois Corp.	50.53	10.20	9.25
$10 Billion-Asset Banks				
1	Texas Commerce Bancshares, Inc.	137.26	7.01	3.41
2	Mercantile Texas Corp.	123.00	6.55	4.09
3	PNC Financial Corp.	114.34	6.73	4.22
4	RepublicBank Corp.	110.42	5.80	5.01
5	InterFirst Corp.	103.91	5.20	5.65
6	NCNB Corp.	87.70	5.98	5.19
7	First City Bancorp of Texas, Inc.	83.66	5.23	5.89
8	Security Pacific Corp.	76.76	5.20	5.89
9	First Interstate Bancorp.	73.84	5.87	6.61
	Median values for the Group	**72.37**	**5.52**	**6.41**
10	Norwest Corp.	70.90	5.97	7.50
11	Bank of New York Co., Inc.	69.77	4.67	7.05
12	BankAmerica Corp.	67.74	7.55	7.55
13	First Bank System, Inc.	65.03	5.17	6.60
14	Wells Fargo & Co.	57.38	4.50	7.18
15	Seafirst Corp.	51.38	—2.59	9.93
16	NBD Bancorp., Inc.	50.27	4.91	6.68
17	Marine Midland Banks, Inc.	48.90	4.88	6.22
18	Crocker National Corp.	48.08	8.04	8.31
$5-to-$10 Billion-Asset Banks				
1	Allied Bancshares, Inc.	200.65	8.49	3.22
2	Banc One Corp.	180.84	9.90	3.53
3	Barnett Banks of Florida, Inc.	121.96	7.33	3.74
4	Wachovia Corp.	115.41	6.39	4.52
5	Sun Banks, Inc.	107.45	7.10	5.02
6	Citizens & Southern Georgia Corp.	100.36	6.40	5.09
7	First Union Corp.	94.64	5.22	4.75
8	Southwest Bancshares Inc.	90.00	5.16	6.04
9	CBT Corp.	88.54	5.03	5.91
10	Bank of New England Corp.	87.10	5.56	5.94
11	Southeast Banking Corp.	83.38	6.89	4.79
12	U.S. Bancorp.	74.40	6.38	5.37
13	Valley National Corp.	73.86	5.94	6.44
14	Rainier Bancorp.	72.29	6.58	5.90
	Median values for the Group	**72.29**	**5.56**	**5.90**
15	Shawmut Corp.	72.24	5.44	6.05
16	CoreStates Financial Corp.	71.96	4.63	7.06
17	Huntington Banchshares, Inc.	65.68	4.71	5.98
18	Maryland Nationnal Corp.	64.12	4.73	5.12
19	Mercantile Bancorp., Inc.	62.26	4.45	8.58
20	Comerica, Inc.	60.31	5.22	8.29
21	National City Corp.	59.71	5.15	8.87
22	AmeriTrust Corp.	51.96	5.58	8.53
23	Manufacturers National Corp.	50.32	4.54	4.53
24	Centerre Bancorp.	48.94	6.09	9.73
25	Michigan National Corp.	47.95	63.04	8.69
26	BancOhio Corp.	42.93	5.34	5.71
27	First Pennsylvania Corp.	42.34	—4.27	0
--	European American Bancorp.	N.A.	N.A.	N.A.
--	National Bank of North America	N.A.	N.A.	N.A.
--	Union Bank	N.A.	N.A.	N.A.

Data provided by Cates Consulting Analysts, New York. For definitions of terms used, see article accompanying this table.

1st City Bank Names Gilbert as President

DALLAS — Robert R. Gilbert 3d, an Oklahoma banker, has been named president of the First City Bank of Dallas.

Mr. Gilbert, 45, is vice chairman and senior lending officer of the First National Bank and Trust Co., an Oklahoma City bank with $2.5 billion in assets. He plans to begin working at First City by mid-July.

First City, with year-end assets of $936.6 million, is the second largest subsidiary bank of First City Bancorp. Inc. of Houston and the fourth largest bank in Dallas. The holding company has 61 subsidiary banks and had total year-end assets of $16.6 billion.

Mr. Gilbert is replacing Stephen T. Jordan, who vacated the president's post in March to become a partner with Merrill Lynch Private Capital Inc. ■

Leslie, Ga., Holding Co.

ATLANTA — The Federal Reserve Bank of Atlanta has approved the application by F&M Bancshares Inc., Leslie, Ga., to become a bank holding company by acquiring Farmers & Merchants Bank, Leslie. ■

Sources and Explanations for Tables

NEW YORK — The statistical tables for the American Banker's annual performance study were compiled by the American Banker from data provided by Cates Consulting Analysts, New York.

In Table 1, entitled the Performance of the Top Banking Organizations in the United States in 1982, the banks are ranked by three measures of performance: return on average assets; return on average equity; and percentage change in earnings per share.

Cates defines return on average assets as net operating income for 1982 divided by total average assets. Net operating income refers to income after taxes but before securities transactions. If daily average assets were not available for 1982, Cates used the mean of Dec. 31, 1981. and Dec. 31, 1982, total assets.

Cates defines return on average equity as net operating income (minus preferred stock dividends) divided by average common stockholders' equity. Here, average equity is the mean of Dec. 31, 1981, and Dec. 31, 1982, common equity.

The percent change in earnings per share is defined as the difference of earnings per share (12/82-12/81) divided by earnings per share 12/81. Earnings per share is primary, before securities transactions, and for the 12-month period.

In Table 2, entitled How the Markets Look at Banks, the banks are ranked in order of the market-to-book value of their stock. In addition, the the price-earnings multiple and the dividend yield are shown.

Market-to-book value is the stock price divided by book value per share. Cates uses the bid price on common stock as of Jan. 31, 1983, (or the closest trade date) and divides this by book value per share as of Dec. 31, 1982.

The price earnings multiple is the stock price divided by earnings per share. Again, the stock price is the bid price on common stock as of Jan. 31, 1983, or the closest trade date.

The dividend yield is the indicated annual dividend divided by the stock price. Again, both the indicated dividend per share and the stock price are as of Jan. 31, 1983.

Table 3, entitled American Banker Performance Study Peer Groups: 62 Banking Firms with Assets of $5 Billion or More, identifies the banks in the performance study. The banks are listed in asset-size order within their respective peer grouping. This table was prepared by the American Banker statistics department. ■

Required Reading ■ ■ ■

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would better serve that argument, I believe, by calling for the consolidation of regulatory functions in the commercial banking area since commercial banks — national or state-chartered — are far more similar to each other, and still very different from thrifts.

Because I believe the Federal Home Loan Bank Board does serve as the model regulatory agency for financial institutions, it is too presumptuous to suggest that consolidation advocates take a page from the Federal Home Loan Bank Board's book? Or, could it be that the Bank Board structure is still considered to be a stepchild by those who have long agonized, and worried themselves sick, over the role of the thrifts in our financial system?

Ladies and gentlemen, a month and a half as a board member, and two weeks as chairman of the Bank Board, have not given me sufficient wisdom to yet have definitive answers to all the issues I have raised.

But, after years of observing the Federal Home Loan Bank Board, and the Federal Home Loan Bank System at work, I have come to the conclusion that the agency I now serve has functioned extraordinarily well in serving its mandate — its high calling — which was set forth many years ago by the Congress of the United States. ■

Mercantile Markets Investment Software

By SCOTT McMURRAY

NEW YORK — Mercantile-Safe Deposit & Trust Co. of Baltimore recently began marketing securities analysis and portfolio management computer software to trust and employee benefit money managers and consultants.

The software, dubbed Investment Analytics, was developed in a joint venture with J. Stephen Levkoff Associates Inc. of Williamsburg, Va. Mercantile has signed Randall-Helms Fiduciary Consultants Inc. as the first customer to use the product.

Randall-Helms, based in New York, is a consultant to more than 30 large money-management organizations.

Mercantile hired Mr. Levkoff in 1979 to develop an in-house computer system to aid in the administration and control of its investment process. The software employs what Mr. Levkoff calls semivariance asset pricing, which he developed as the subject of his doctoral dissertation at the University of Virginia.

Put simply, the quantitative system is designed to be adverse to downside investment risk, while allowing for upside potential. As elementary as that principle sounds, Mr. Levkoff says, most quantitative systems guarding against downside risk do so at the expense of much of the upward potential in an investment portfolio.

The software developed with Mercantile was desiged to apply to a range of investment philosophies and can be used by analysts and portfolio managers. It ranks stocks on a risk-adjusted rate of return, says James D. Hardesty, senior vice president and chief investment officer. The on-line system is based on a question-and-answer format that allows first-time users to be immediately productive.

Mr. Levkoff says his semivariance pricing system explained 55% of the variance in security returns of the 400 largest capitalized stocks from 1948 through 1977. One of the more well known capital asset pricing quantitative systems explained only 5% of the variance during the same period.

A $10,000 portfolio invested under Mr. Levkoff's risk-adjusted method would have grown to $762,000 from 1948 to 1977, he says, and a similar investment using the other capital asset pricing system would have yielded only $261,000 at the end of the same period.

Performance Review

Continued from page 1

The marketplace's reaction to Republic indicates that it takes a prospective rather than a retrospective view of bank stocks. Investor interest in Republic is said to be based not only on the view that profitability will recover, but also on the widespread belief that the bank is the object of scrutiny by potential acquirers.

Evidence of the market's prospective view is also seen in the valuation of Northern Trust Corp. Only a $6 billion institution, Northern, like Republic, is nonetheless characterized as a money center bank because of the mix of its customers. Northern's return on assets fell from 62 basis points in 1981 to 51 basis points last year. In considerable part, this decline stems from the impact of Penn Square on the bank's loan-loss provision.

Apparently, however, the marketplace regards Northern's loan difficulties as a temporary aberration. Northern's reputation as an exceedingly tough credit administrator has not been seriously besmirched.

Thus, expecting that the bank's strength in loan quality will resurface and acknowledging the worth of a strong trust operation in a period of rising stock prices, the marketplace valued Northern's shares at 64% of book, up from 55% the previous year. And it accorded Northern's earnings a price multiple of around 6.5, which was, oddly enough, above the multiple placed on the earnings of J.P. Morgan.

By contrast, the marketplace continues to take a less favorable view of the Harris Bankcorp., one of Northern's closest Chicago competitors. Harris' strategy seems less sharply focused than that of Northern.

Even though Harris raised 1982 ROA by 5 basis points, to 64 basis points, and increased earnings per share by a highly respectable 24% (see table 1), its ratio of market value to book value languished in the 54% range, and its price-earnings multiple remained below the median for the 14 money center banks.

Clouded with Ambiguities

The earnings performance of these money center institutions is clouded with ambiguities. Nominally, the banks earned a median ROA of 57 basis points in 1982. But several banks reported substantial nonrecurring gains that inflated ROA and thus raised suspicions about the quality of earnings.

And indeed the marketplace has many other reasons to suspect the validity of bank data. By how much, for example, does the true equity of a bank diverge from the stated value of that equity?

There are many sophisticated approaches to answering this question. But a rough-and-ready approximation can be made by adjusting book values for the aftertax impact of realizing losses on nonperforming loans and of realizing the depreciation in the securities portfolio.

George Meiling, chief financial officer of Banc One, has attempted such a calculation, using data from 84 of the hundred largest banks in the country. He discovered that the median value of adjusted equity in these 84 institutions was approximately 73.5% of stated value.

Such a figure is remarkably close to the ratio of market value to book value at our 62 institutions — 65.4% at the money center banks, 72.4% at the $10-billion-plus banks, and 72.3% for the $5-billion-plus group.

The results suggest that the marketplace cannot be fooled by stated values. Concerned over, among other things, the collectibility of loans, the marketplace is clearly saying that the present value of expected earnings is considerably less than most bankers believe because of loan losses that have not been anticipated or compensated for by higher gross interest charges.

Accordingly, investors won't pay par for most bank stocks, as they have not for many years. Indeed, the most remarkable statistic in our performance review is that only 12 of the 59 institutions for which stock quotes are available have market values greater than book values.

The Middle Group Did Best

It is obvious from an examination of the tables that the money center institutions earn less on assets than the $10-billion-plus nonmoney center banks, which earn less than the $5-billion-plus organizations. However, ROE does not automatically increase as size decreases. The median return on equity is highest in group 2 — the nonmoney center $10-billion-plus institutions.

Ray Garea, an analyst with Cates Consulting, points out that this group of banks operates with significantly more leverage than the smaller institutions of group 3. And while profitability, as measured by ROA, is below that of the $5-billion-plus group, it is not so far below that these institutions can't push ROE above that of the smaller group through increased leverage. Of course, the money center group employs even more leverage than the $10-billion-plus organizations, but returns are circumscribed by truly anemic ROAs.

While the money center banks have lower ROAs than smaller institutions, their returns also seem to be somewhat more stable than those of other banks. Median ROA was about the same in 1982 as in 1981.

One possible reason is that these organizations have more experience in asset-liability management and therefore tend to be more balanced in a maturity or rather a duration sense. Hence, with notable

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Table 3: American Banker Performance Study Peer Groups: 62 Banking Firms with Assets of $5 Billion or More*

In order of total resources on 12/31/82

Peer Asset Rank		Assets 12/31/82
MONEY CENTER BANKS		
1	Citicorp, New York	129,997,000,000
2	Chase Manhattan Corp., New York	80,862,903,000
3	Manufacturers Hanover Corp., New York	64,040,552,000
4	J.P. Morgan & Co., Inc., New York	58,597,000,000
5	Chemical New York Corp	48,274,842,000
6	Continental Illinois Corp., Chicago	42,899,424,000
7	Bankers Trust New York Corp	40,427,059,000
8	First Chicago Corp	35,876,372,000
9	Mellon National Corp., Pittsburgh	20,294,405,000
10	Irving Bank Corp., New York	19,514,285,000
11	Bank of Boston Corp	18,267,397,000
12	Republic New York Corp	9,280,172,000
13	Harris Bankcorp, Inc., Chicago	7,136,793,000
14	Northern Trust Corp., Chicago	6,252,733,000
$10 BILLION-ASSET BANKS		
1	BankAmerica Corp., San Francisco	122,220,806,000
2	First Interstate Bancorp., Los Angeles	40,884,295,988
3	Security Pacific Corp., Los Angeles	36,991,034,000
4	Crocker National Corp., San Francisco	24,938,759,000
5	Wells Fargo & Co., San Francisco	24,814,047,000
6	InterFirst Corp., Dallas	21,030,401,000
7	Marine Midland Banks, Inc., Buffalo, N.Y.	20,238,764,000
8	Texas Commerce Bancshares, Inc., Houston	18,200,000,000
9	Norwest Corp., Minneapolis	17,584,679,000
10	RepublicBank Corp., Dallas	17,218,299,000
11	First Bank System, Inc., Minneapolis	16,899,365,000
12	First City Bancorp. of Texas, Inc., Houston	16,567,101,000
13	Bank of New York Co., Inc	12,723,562,000
14	NBD Bancorp., Inc., Detroit	12,406,937,000
15	PNC Financial Corp., Pittsburgh (a)	11,611,171,000
16	NCNB Corp., Charlotte, N.C	11,559,531,000
17	Mercantile Texas Corp., Dallas	10,190,043,000
18	Seafirst Corp., Seattle	10,028,452,000
$5-to-$10 BILLION-ASSET BANKS		
1	European American Bancorp, New York	8,324,538,000
2	Union Bancorp, Los Angeles (b)	7,689,789,000
3	Comerica, Inc., Detroit	7,378,332,000
4	Southeast Banking Corp., Miami	7,274,000,000
5	Valley National Corp., Phoenix, Ariz	7,183,032,000
6	Barnett Banks of Florida, Inc., Jacksonville	6,932,141,000
7	Southwest Bancshares, Inc., Houston	6,926,581,000
8	Wachovia Corp., Winston-Salem, N.C	6,916,367,000
9	National City Corp., Cleveland	6,823,425,000
10	Natwest Holdings Inc., New York (c)	6,807,340,000
11	Michigan National Corp., Bloomfield Hills	6,504,137,000
12	CoreStates Financial Corp., Philadelphia	6,301,254,000
13	First Union Corp., Charlotte, N.C	6,167,985,000
14	Allied Bancshares, Inc., Houston	6,010,632,000
15	Citizens & Southern Georgia Corp., Atlanta	6,004,578,000
16	Rainier Bancorp., Seattle	5,864,656,000
17	BancOhio Corp., Columbus	5,822,355,000
18	U.S. Bancorp., Portland, Ore	5,756,309,000
19	AmeriTrust Corp., Cleveland	5,753,475,000
20	Mercantile Bancorp., Inc., St. Louis	5,691,332,000
21	First Pennsylvania Corp., Philadelphia	5,432,841,000
22	Shawmut Corp., Boston	5,375,529,000
23	Manufacturers National Corp., Detroit	5,284,228,000
24	Huntington Bancshares, Inc., Columbus, Ohio	5,224,858,000
25	Centerre Bancorp., St. Louis, Mo	5,122,499,000
26	CBT Corp., Hartford, Conn	5,069,859,000
27	Bank of New England Corp., Boston	5,065,355,000
28	Maryland National Corp., Baltimore	5,055,299,000
29	Banc One Corp., Columbus, Ohio	5,028,928,000
30	Sun Banks, Inc., Orlando, Fla	5,004,141,000

*—Includes all banking firms with assets of $5 billion or more at yearend 1982, with the exception of $7.6 billion-asset Pittsburgh National Corp. (see footnote (a) below) and $6.6 billion-asset Walter E. Heller International Corp., Chicago.
(a)—On 1/19/83, Pittsburgh National Corp. and Provident National Corp., Philadelphia, merged to form PNC Financial. Assets shown are pro forma.
(b)—Data used in the performance study are for Union Bank, the banking subsidiary of the corporation.
(c)—Data used in the performance study are for National Bank of North America, the banking subsidiary of the corporation.

NOTE

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Performance Review

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exceptions, interest-rate changes may not have affected their earnings as sharply as those of the other institutions.

Nonperformers and the Margin

Although data on interest sensitivity are notoriously sparse and unreliable, there is some evidence that because the smaller institutions have relatively more rate-insensitive core funds, they are much more asset sensitive than the bigger ones. The 1982 decline in interest rates may therefore have adversely affected their net interest margins, as asset yields fell by appreciably more than the drop in liability costs.

To be sure, in many instances of ROA, ROE, and margin declines, the chief culprit is not rate sensitivity but the elevated level of nonperforming loans. An increase in nonperformers depresses gross asset yields and leads to a rise in the loan-loss provision. Hence it may weaken both the margin and overall performance.

In other instances, a liability-sensitive institution may benefit sufficiently from the decline in rates to more than offset the impact of a rise in nonperformers on the gross asset yield. Yet the required increase in the loan-loss provision may swamp the improvement in the margin and lower the return on assets and equity.

Such was the case with the Norwest Corp. Its 1982 margin actually improved by some 17 basis points, but, influenced by the huge increase in the loss provision, the company's return on assets dropped from 90 to 73 basis points. And its return on equity fell from 15% to 12.11%.

Nevertheless the marketplace did not significantly penalize the company's stock. Norwest has considerable potential strengths stemming from its foray into nationwide financial services, as evidenced by its acquisition of Dial — a highly touted finance company. As a result, Norwest's ratio of market-to-book value in early 1983 remained about where it was in early 1982.

Although the Minneapolis institution ranked 13th in a peer group of 18 banks with respect to ROE and next to last in earnings-per-share growth, it placed 10th in market acceptance — just below the median for the group.

The Sizzle and the Steak

Among the standouts in the $5-billion-plus group is Banc One of Columbus, Ohio. It ranked second in ROA and ROE, seventh in EPS growth, and second in market acceptance.

Banc One has achieved considerable celebrity as an innovator in technology and as a processor of financial transactions, more specifically as a helpmate to Merrill Lynch. Yet, notes CFO George Meiling, its much ballyhooed EFT and processing activities — and indeed its entire performance in the fee income area — represent "just the sizzle from the steak." The basic quality of the meat is high enough to justify the market's enthusiastic acceptance of Banc One's stock.

The bank's 1982 margin of 5.97% was 153 basis points higher than that of BancOhio and 112 basis points greater than that of Huntington Bancshares — two other Columbus-based competitors.

It is true that margin comparisons are notoriously treacherous since one institution may include fees in the earning-asset yield, while another may classify the same fees as "other income." Nevertheless the huge disparity in the margins of these three neighboring banks cannot possibly be explained away by differences in the accounting treatment of noninterest income.

Banc One is apparently a better-run organization. It buys more profitable smaller banks than does its competitors. It does not incur dilution. And it operates its acquired properties with a minimum of central-office interference, encouraging local entrepreneurship.

In this latter respect, Banc One executives compare themselves to Allied Bancshares, the standout bank among the 62 institutions and the premier performer in the $5-billion-plus class. Superficially, the two institutions seem quite dissimilar. Banc One is a retail-oriented Midwest institution, while Allied is a wholesale-oriented Southwest company.

In a financial sense, however, they are look-alikes. Both can boast of unusually high margins, low overhead, strong capitalization, and lofty capital formation rates. (Banc One charges off more loans, but it also recovers more of what it charges off.)

Three Key Problems

Unfortunately, the universe of 62 banking companies is not dominated by the Banc Ones or the Allieds. Most of the 62 found life exceedingly difficult last year. ROA was stable to declining. ROE fell across the board, in part because of weakened ROA, but also because the growth rate of assets was exceeded, in many instances, by the growth rate of equity. That is, influenced by sluggish volume, leverage declined.

Market acceptance continues weak and will remain so until the industry solves its three key problems: (1) suspect credit quality; (2) indifferent asset-liability management; and (3) inadequate cost control and difficulty in modernizing delivery systems as rapidly as is required. ■

Volcker Letter

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With interest paid on reserve balances, depositors would be able to recieve as good a yield on Super NOW accounts as on MMDAs — abstracting from service charges depository institutions might impose — and the former would also have the capacity for unlimited transfers by check.

But payment of interest on Super NOW reserve balances does open up the issue of whether interest should also be paid on reserve balances of all transactions accounts. As deregulation proceeds, it will be difficult to distinguish Super NOW accounts functionally from regular NOW accounts. Paying interest on all NOW account reserve balances — and perhaps at some point extending to balances held against demand deposits generally — would involve a fairly significant drain on Treasury revenues.

Thus, while the board as a matter of principle favors payment of interest on all reserve balances, the question of whether interest should be paid on reserve balances held against regular NOW accounts, or transactions accounts more generally, should be judged additionally from the perspective of overall fiscal considerations and equity in the raising of revenue.

As a final point, the board feels that for technical monetary control reasons, it would be better to pay interest on reserve balances on a more current basis than the one-quarter lag in the proposed legislation.

There would probably be less potential for complicating monetary control if the law gave the board discretion to set a rate based on or related to market rates, or — if it were felt that more specificity was desirable — based on the average yield on, say, the system's Treasury bill portfolio in a current month. ■

Legislature . . .

Continued from page 6

Dewey G. Crump, warned that the amendment may hurt independent banks in the long run. "They've always been against crossing county lines, and now they've broken the barrier," he said.

Mr. Crump, a Democrat from Hazelwood, warned that he may seek "equality" for metropolitan banks on the question of crossing county lines.

The savings and loan lobby won passage of its main legislative priority, a bill that would give Missouri-chartered thrift institutions essentially the same powers that federally chartered thrifts have. However, a provision that would have allowed savings and loans to call themselves savings banks was deleted from the bill.

Bankers also won passage of a two-year freeze on credit life insurance premiums, which the Missouri Division of Insurance has been trying to lower. The Senate had gone along with bankers' wishes for a six-year freeze, but the House approved only a one-year freeze, and two years was agreed upon as a compromise.

Earlier in the session, the legislature approved a bill that would force financial institutions to help the state Department of Social Services in catching welfare cheaters.

Banks, savings and loans, and credit unions could be forced to search their account records for names of welfare recepients, and to turn over information on those persons to state officials. The state would compensate the financial institutions for costs they incur in finding the records. ■

To Our Readers

American Banker would appreciate your comments on the American Banker's Bank Performance statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ Date_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

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VOL. CXLVIII NO. 138 Monday, July 18, 1983 148th Year

Tennessee Judge Rules C.H. Butcher Bankrupt

Special to the American Banker

KNOXVILLE, Tenn. — C.H. Butcher Jr. was placed into involuntary bankruptcy Friday morning after declining to file an answer to a June petition from the Federal Deposit Insurance Corp. and three banks.

The federal regulator and the banks sought to liquidate his assets to pay at least $13.4 million in debt.

U.S. Bankruptcy Court Judge Clive Bare must now appoint a trustee to marshall Mr. Butcher's assets and then distribute them to creditors. A July 1, 1982, financial statement listed Mr. Butcher's net worth as $60.7 million, but the forced closings and sales of most of his 25 banks in Tennessee and Kentucky in the last four months have strained him financially.

Mr. Butcher's brother, Jake, and three associates also face bankruptcy petitions. The latest petition was filed against David A. Crabtree by the FDIC, First Tennessee Bank-Knoxville, and First Peoples Bank of Washington County, citing more than $1.7 million in debts.

Mr. Butcher's bankruptcy attorney had no comment. Mr. Butcher, however, can still request that the petition be converted to a Chapter 11 bankruptcy, under which he can continue to operates his affairs and reorganize his finances.

➳ Butcher: Page 12

Withholding Conference Set

To Reconcile House, Senate Repeal Bills

By ANDREW ALBERT

WASHINGTON — House and Senate conferees Tuesday will begin working toward a compromise on how to eliminate the law requiring a withholding tax on interest and dividends.

Since the two chambers passed separate repeal measures in the spring, the heavy publicity surrounding the withholding battle has subsided.

But the House-Senate conference is certain to bring out the influential banking lobbies in force. In recent months Washington lobby groups have been divided in their strategy on how to kill the withholding law.

Some organizations prefer the Senate repeal measure, which includes several amendments considered more attractive to President Reagan and the GOP leadership in Congress.

However, some other banking associations have endorsed the House version of the repeal, which would simply eliminate the withholding law without enacting any other programs.

Lobbyists interviewed last week said they expected the conferees to compromise and draft a plan that lies somewhere between the two divergent repeal measures.

➳ Withhold: Page 12

Groups Push For Action On Closings

Consumers Feel Loss As Branches Are Shut

By LAURA L. MULCAHY

NEW YORK — Consumer and public interest groups are starting to press legislators and regulators to deal with the issue of bank branch closings.

Although in some cases the closing of a particular branch is at issue, the main concern these groups have is that a branch closing may leave a community with a lesser level of financial services.

Consumers want to know well in advance when a branch is going to be shut down, so they can analyze the effects before the storefront is vacated.

In particular, consumers are saying that the increased incidence of branch closings calls into question banks' fulfillment of the Community Reinvestment Act of 1977. That act requires banks and other federally regulated institutions to meet the credit demands of the communities where they are chartered. And it instructs regulators to consider such performance — including records of branch closings — when weighing new applications for branches.

However, the act does not address regulation of branch closings and their effect on an institution's investment policy.

Banks are closing branches in low- to moderate-income neighborhoods because they seek the higher profits of other markets, consumers and officials say. Bankers say cost is one of the main reasons they are closing branches;

➳ Closings: Page 12

Wading Through the Alphabet Soup of World Finance

By ROBERT E. NORTON

NEW YORK — When a poor country runs out of money, it can ask for a loan from the IMF or the BIS, it may have to deal with the IBRD, the OECD, the Group of Five, or the Group of 10, and eventually it winds up going to the Paris Club....

Who are these people, anyway? If you don't know, you're not alone. Even the experts get confused.

Take the Paris Club. It's not a club at all. You can't join it or buy a drink there. It doesn't even exist officially. But it is the court of highest appeal for decisions involving billions of dollars.

Although most people have little or no idea what these mysterious organizations are or what they do, these bodies are important players in the world of banking and finance. And the impact of their activities is no longer felt solely on Wall Street.

The machine-tool factory on Main Street, for instance, may very well depend on less-developed countries such as Brazil, Chile, and Mexico for 30% of its orders and, consequently, 30% of its jobs. And American farmers have just as much reason to worry about the international financial crisis as New York bond salesmen. What the IMF (the International Monetary Fund) does in Latin America can affect their livelihoods as much as the weather in the Midwest.

To make the task of following the

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Crossword
Because of transmission problems, there were inaccuracies in the crossword grid presented in the Friday, July 15, edition. We are repeating the correct version in today's paper. The solution will appear in the July 19 newspaper....15

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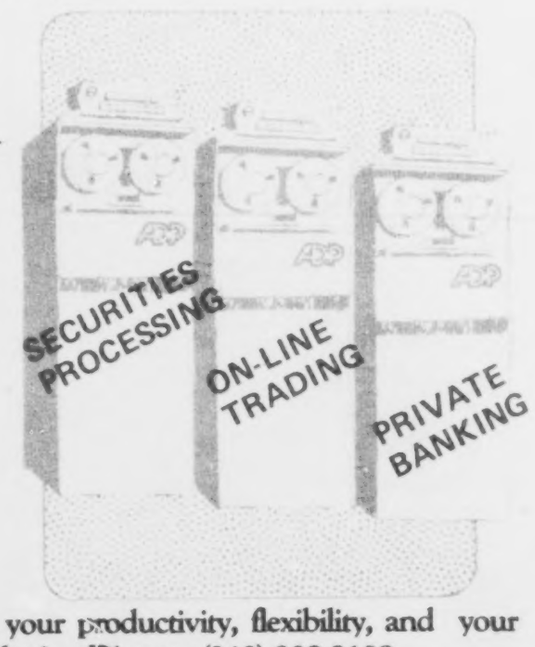

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The Markets

Volcker Testimony Confuses Treasury Market Players

By JOHN J. DUFFY
Munifacts News Wire Services

NEW YORK — The Treasury securities market began applauding even before Paul Volcker stepped up to the microphone in his renomination hearings before the Senate Banking Committee last week. At the close of the performance, however, many market players were left just a bit unsure what all the cheering was about.

Mr. Volcker "succeeded once again in being a Delphic oracle," said Samuel Kahan, a Treasury futures specialist at Heinold Commodities. "He said a lot of the things he had said before, and not much else."

While the Federal Reserve Board chairman conceded that the recent growth of the money supply has been on "the rapid side," he maintained that nothing "terribly dramatic" was being contemplated to stem that growth.

"We have been slightly less accommodative in recent weeks," Mr. Volcker said, "but I wouldn't expect to see any quick reflection of that" in near-term money supply growth trends. Returning the M1 money aggregate to its 4%-8% target growth range, moreover, "isn't necessarily a high priority," he said.

All of which left participants in the government securities market, by the conclusion of the testimony, feeling decidedly nonplussed. "I mean, what is the point of having a target growth range if hitting that target is not a high priority?" one government bond trader said wearily at the close of Thursday's trading.

He and other Treasury debt traders took some solace in the fact that a fuller description of the decisions taken at last week's Federal Open Market Committee meeting can be expected Wednesday, when Mr. Volcker will deliver his biannual Humphrey-Hawkins testimony before the House Banking Committee.

Meanwhile, the only true indicator of market sentiment, market prices, continued to give off negative readings last week. Bond prices added another notch to their record string of nearly-one-point weekly losses, sinking to their lowest levels since last October. The nine-month low in bond prices comes despite the fact that some key short-term rates remain well below those prevailing last October.

Bond yields, for example, averaged about 11.15% in October, while the Fed funds rate was hovering at about 9¾% and the discount rate was set at 9½%. At mid-afternoon Friday, the bellwether 10⅜% bond of 2012 was yielding 11.50%, the funds rate was at 9¼%, and the discount rate remained at 8½%.

Short-Term Rates Could Rise

With the Fed admittedly tightening bank reserve availability, short-term rates could soon escalate to last autumn's levels as well, some analysts believe.

Unfortunately, the root cause of the rapid rise in interest rates over the past two months remained just as controversial after Mr. Volcker's testimony as before. Although the Fed chairman characterized policy as being "slightly less accommodative" in recent weeks, such a judgment is not readily apparent from a glance at the weekly levels of free as against borrowed reserves in the banking system.

Consequently, some analysts point to what the Fed has already done, rather than what it is currently doing — or is about to do — as cause for the sharp upward rate shift.

"Interest rates are not rising because the Fed has tightened its monetary posture, nor are they climbing from the threat of same," said Fred D. Kalkstein, chief economist at Janney Montgomery Scott. "Interest rates are rising because the Federal Reserve's overly accommodative credit-creativity portends a resurgence of inflation."

For evidence, Mr. Kalkstein pointed to a statistic called adjusted Federal Reserve credit. Adjusted Fed credit measures the Fed's assets, which consist mainly of loans and its portfolio of government securities. The data are adjusted by the Federal Reserve Bank of St. Louis to smooth out reserve-requirement and seasonal influences.

When the Fed buys securities in the open market, it pays for them by crediting the reserve account of the seller's bank. Because banks are required to maintain reserves equal to a percentage of the deposits on their books, an increase in reserves expands the banks' ability to increase their deposits by making loans and investments — and thus to fuel the growth of the money supply.

As of the week that ended July 6, the Fed has expanded bank liquidity at a 52-week annual rate of 10.6%, a very high rate by historical standards and one that has traditionally led to an increase in consumer prices, Mr. Kalkstein said, as banks turned these reserves into money that consumers can spend.

As evidence that banks are indeed translating these reserves into cash, Mr. Kalkstein cites the 66.2% annual rate of increase in banks' holdings of Treasury securities between September 1982 and May of this year.

"Since bank lending capacity has taken on such enormous proportions, the odds favor that the next few years will witness a private borrowing explosion similar to 1978 and 1979," Mr. Kalkstein said. Only this time around, the Treasury's huge borrowing needs will make it that much harder for the Fed to restrain such an explosion, he said. Needless to say, Mr. Kalkstein is bearish on the bond market.

In the week's price action, the three month-30 year yield curve (preclose prices) widened slightly to 206 basis points, up from 194 basis points a week earlier, while the 10 year-30 year curve nearly disappeared. In the short end of the market, meanwhile, the spread between the three-month and six-month bill yield moved to more than 50 basis points from 43 basis points the previous Friday.

The reason: Investors are parking cash in the shortest maturities until the current storm over monetary policy blows over. The move to short marturities was also prompted by concerns about Brazil's ability to service its foreign debt after the Bank for International Settlements refused to roll over a $400 million loan payment due last Friday.

By mid-afternoon Friday, coupon prices were down ⅜ point in the 2-year area, 1¼ points in the 10-year area, and 1⅝ points in the long end. The bellwether 10⅜% bonds of 2012 were quoted at 90½-⅝ to yield 11.50%. ■

Money Market

Friday, July 15, 1983

Federal funds range....9⅜%-9⅛%
Prime rate (2/28/83)....10½%
Discount rate FRB of New York (12/14/82)....8½%
Call Loans on Securities:
To brokers on stock exchange collateral....10%
To dealers on U. S. Gov't Securities....N.A.

Bankers Accepts. offering rate—discount basis (7/15/83):
30 days—N.A. 60 days—N.A. 90 days—N.A.
120 days—N.A. 180 days—N.A.

N.Y. City Banks' CDs — Highest Offering Rate (7/15/83)
14 days— 8.90 30 days— 8.95 60 days— 9.10
90 days— 9¼ 120 days— 9⅜ 150 days— 9¼
180 days— 9¾ 270 days— 9¾ 360 days— 9.85

Dealer Comm'l paper—discount basis (7/15/83)
30 days—9.05 60 days—9.20 90 days—9.25

Comm'l Paper Directly Placed—Range disc. basis (7/15/83)
5-14 days—7-9⅛ 15-29 days—7-9¼
30-59 days—7-9¼ 60-89 days—7-9¼
90-179 days—7-9⅜ 180-270 days—8-9¼

Eurodollar Deposits—London bid (7/15/83)
Overnight—9⅜ 7 days—9 9/16
1 mos.—9 11/16 3 mos.—10⅛
6 mos.—10 9/16 1 year—10¾
NIBOR (6-month)....10⅝
LIBOR (6-month)....10 11/16

Savings Rates

91-day time CD....9.07%
6-month money market certificates*....9.26%/9.51%
18-month small-saver certificates*....9.80%/10.05%
*—Rates shown are commercial bank/thrift institution offering rates.

Futures Markets

3-Month Domestic CD Futures (IMM)+

Delivery Month	High	Low	Settlement	Change (a)	Yield (b)
Sept '83	89.77	89.67	89.74	— 5	10.26
Dec. '83	89.42	89.31	89.35	—11	10.65
Mar. '84	89.18	89.09	89.14	—13	10.86
June '84	88.98	88.96	88.98	—13	11.02

As of the previous day's close; Total no. of contracts traded: 6,295; total open interest: 17,657; and change in open interest: +33

3-Month. T-Bill Futures (IMM)++

Delivery Month	High	Low	Settlement	Change (a)	Discount Yield (b)
Sept '83	90.50	90.40	90.45	— 6	9.55
Dec. '83	90.14	90.04	90.07	—10	9.93
Mar. '84	89.91	89.95	89.86	—10	10.14
June '84	89.74	89.67	89.68	—10	10.32
Sept '84	89.57	89.52	89.53	— 9	10.47
Dec. '84	89.45	89.34	89.38	—11	10.62
Mar. '85	89.25	89.23	89.25	—12	10.75
June '85	89.13	89.11	89.13	—13	10.87

As of the previous day's close: Total volume: 18,428 total open interest: 44,650; and change in open interest: —240

Gold Coins

Coin Name & Weight	$ Value per Coin July 15	July 14
Maple leaf (1 Troy oz.)	444.50	445.00
Mexican peso (1 Troy oz.)	444.50	445.00
Chinese Panda (1 Troy oz.)	451.50	452.00
U.S. Armstrong (1 Troy oz.)	444.50	445.00
Mexican 50 peso (1.2 Troy oz.)	528.00	528.25
Austrian 100 corona (.98 Troy oz.)	420.75	421.25
Mexican 20 peso (.48 Troy oz.)	215.00	216.50
U.S. Wright (.50 Troy oz.)	222.25	222.50
Maple Leaf ¼ ounce (.25 Troy oz.)	118.50	119.75
Austrian 1 Ducat (.11 Troy oz.)	53.00	52.50

These quotes represent the N.Y. fixing price, which are a midprice between what buyers are bidding and sellers are asking. The prices are quoted by Deak Perera, but may vary among dealers, depending on market conditions.

How Money Fund Assets Are Invested

(Dollar Figures in Millions)

	May. '83	% of Total	Apr. '83	% of Total	May. '82	% of Total
U.S. Treasury Bills	34,040.2	20.1	33,315.9	19.4	24,145.8	12.0
Other Treasury Securities	2,129.2	1.2	2,434.0	1.4	2,928.4	1.5
Other U.S. Securities	9,618.0	5.7	9,274.4	5.4	10,622.8	5.3
Repurchase Agreements	14,529.3	8.6	13,497.3	7.9	17,092.1	8.5
Commercial Bank CDs	21,582.9	12.7	22,041.7	12.9	39,648.9	19.8
Other Domestic CDs	2,709.3	1.6	5,421.9	3.2	3,390.4	1.7
Eurodollar CDs	19,668.8	11.6	19,486.5	11.4	22,940.6	11.4
Commercial Paper	49,994.1	29.5	48,047.0	28.0	62,221.9	31.0
Bankers Acceptances	16,798.1	9.9	16,380.3	9.6	15,151.2	7.6
Cash Reserves	-3,788.9	-2.2	-499.5	-0.2	-270.6	-0.1
Other	2,370.1	1.4	2,102.3	1.2	2,796.9	1.4
Total Net Assets	169,650.9	100.0	171,501.8	100.0	200,668.4	100.0
Change in Month	-1,850.9		-8,808.8		8,442.7	
Average Maturity	39		40		34	
No. of Accounts	12,647,526		12,590,692		11,953,097	
No. of Funds	309		297		210	

Reporting funds account for about 98% of all money market fund assets. Commercial bank CDs are those issued by American banks located in the U.S. Other domestic CDs include those issued by S&Ls and American branches of foreign banks. Eurodollar CDs are those issued by foreign branches of deomestic banks and some issued by Canadian banks — including some one-day paper. Estimates of total net assets are as of the end of the month. Maturity is the average of each individual security in the portfolio at the end of the month weighted by its value.
Source: Investment Company Institute.

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Fed's Curbs on Monetary Growth Will Be Moderate, Volcker Testifies

Markets Rally in Reaction to Fed Chairman's Testimony; Fear of Harsh Action Eased; Lower Short-Term Rates Expected

By ANDREW ALBERT

WASHINGTON — The financial community reacted favorably Wednesday as Federal Reserve Chairman Paul A. Volcker announced that his agency would try to curb money supply growth at a a less restrictive rate than was previously feared.

Text of Volcker Testimony, Page 4

On Wall Street, the stock markets rallied as investors interpreted the change in the Fed's monetary targets as signaling lower short-term interest rates over the next month or two.

The Dow Jones average of leading industrials closed up 30.74 points to 1,227.86 in heavy trading Wednesday, with traders attributing most of the big gain to Mr. Volcker's remarks.

James Bohan, vice president for market anaylsis at Merrill Lynch & Co. in New York, said the stock market interpreted Mr. Volcker's comments as meaning that "rates are as high as they are going to go for a while." He added

➳ Volcker: Page 15

Hutton Seeks Charter for Del. Bank

By DAVID O. TYSON

NEW YORK — E.F. Hutton Group Inc., which already owns a trust company in Delaware, seeks a state charter for a commercial bank there as well.

Firm Granted RI Trust Charter, Page 15

The institution, to be called E.F. Hutton Bank, would market insured certificates of deposit through the Hutton branch network and sell participations in large mortgage and commercial loan pools.

Irving S. Shapiro, acting as spokesman for Hutton, parent of the fourth largest brokerage firm, said in a telephone interview from Wilmington that the subsidiary would be set up essentially like a bank chartered under Delaware's Financial Center Development Act of 1981.

"But to come in under that statute would make Hutton a bank holding company," Mr. Shapiro said. "So they are doing the same thing under the banking code of Delaware."

The subsidiary is a nonbank bank because it will not take demand deposits, Mr. Shapiro said, but it will issue CDs and be free to make commercial loans.

Mr. Shapiro, retired chairman of the Du Pont Co. and now practicing

➳ Hutton: Page 14

Continental Earns $31.2 Million In Slow Recovery

By JOHN MORRIS

CHICAGO — The recovery of Continental Illinois Corp. from its loan problems will be slow, results for the second quarter show.

The parent of Continental Illinois National Bank and Trust Co. of Chicago earned a net $31.239 million, or 78 cents per share — little changed from the first quarter's $31.216 million, or 78 cents a share. But the figure was a dramatic improvement over last year's second-quarter net loss of $63 million caused primarily by the failure of the Penn Square Bank NA of Oklahoma City.

More Earnings Figures, Page 3

Analysts said the profit picture was pretty much as expected, although one or two pointed out that earnings are still a far cry from the high-flying $1.50 per share of pre-Penn Square days.

They were encouraged, though, by the small size of one-time gains included in the earnings. These comprised about 2 cents a share for securities gains, and 19 cents a share from the sale of investment securities. But the latter nowadays are almost a regularly recurring one-time item, one analyst remarked dryly. This means the earnings essentially reflect reality, and have not been pumped up to please Wall Street.

Perhaps the one fly in the ointment was an increase in nonperforming loans to a peak of $2.08 billion, or 6.6% of total loans and leases up from the previous high of $2.01 billion, or 6.23%, at the end of March, and $1.93 billion, or 5.78%, at the start of the year.

➳ Continental: Page 15

FTC Rules Will Alter Loan Papers

Late Fee, Cosigning Disclosure Required

By TERESA CARSON

WASHINGTON — The Federal Trade Commission Wednesday passed new consumer credit rules that banking attorneys say will require creditors to rewrite consumer loan contracts.

The new rules cover creditors' remedies and collection practices on delinquent consumer loans. Bank attorneys say most of the practices acted on by the commission are not common among banks and will not change banks' consumer lending business.

However, the attorneys say, because of those two rules, banks, finance companies, and other creditors will have to change their consumer credit forms.

Peter D. Schellie, attorney for four bank trade associations, said he plans to submit a motion for reconsideration that would eliminate the need to rewrite consumer loan documents.

The FTC has direct authority over finance companies and other consumer creditors, but not over depository institutions. However, if the FTC makes a rule, the Federal Reserve Board is required, with only a few extraordinary exceptions, to adopt substantially similar rules for depository institutions.

The commission voted to require a disclosure to cosigners on consumer loan documents informing them of their responsibilities.

The commission also voted to curb a practice known as pyramiding, a practice in which a bank could require late

➳ FTC: Page 15

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Trust Banking

Trust Banking Records Set in 1982 As Assets, Number of Accounts Climb

By DAVID O. TYSON

NEW YORK — Growth of the trust banking industry broke records in 1982.

Assets rose by more than $100 billion, the most ever. An annual government survey shows assets totaled $689 billion at the end of the year, a record. The number of trust accounts continued a steady climb to 1,449,956, also a record. And for the first time in five years, the number of institutions exercising trust powers increased.

D. Stephen Farley, president of the American Bankers Association trust division, attributed much of the growth to market gain. But he said also that trust investment performance is better and banks are handling trust accounts in specialized ways, depending on customer need.

"I think there's been a dramatic breakthrough in trust aggressiveness," Mr. Farley said in a telephone interview from Minneapolis. He is vice president for trust administration at Norwest Corp.

"And I think our performance has been up dramatically in the trust industry," he went on. "You can't look at any survey today without seeing that trust is highly competitive."

Employee benefit accounts showed the biggest expansion in the trust industry last year. And by type asset, it was the year for bonds, especially municipals. While municipal bond holdings declined 1.7% in trust portfolios in 1981, they increased by 37.3% in 1982, rising to $39.1 billion.

The numbers come from the annual survey conducted by the three federal bank regulatory agencies. The Federal Deposit Insurance Corp., which acts as

➤ Trust Assets: Page 8

Jake Butcher Accuses the FDIC Of Using Pressure Tactics Against Him

Special to the American Banker

KNOXVILLE, Tenn. — Jake Butcher has accused the Federal Deposit Insurance Corp. of coercing a bank to join in an involuntary bankruptcy petition against him, and he has denied the debt to another bank in an answer to the petition.

The FDIC, the First Peoples Bank of Washington County, Johnson City, Tenn., and American National Bank and Trust Co., Chattanooga, Tenn., filed the petition June 29, citing debts of $12.9 million.

In the answer, Mr. Butcher "alleges the individual purportedly signing on behalf of First Peoples Bank of Washington County did so at the behest of the FDIC under reasonable apprehension that if he did not do so the FDIC would take adverse action against him and/or the named bank." Mr. Butcher also claimed the officer did not have the authority to join the petition.

John Paul Neas, a senior vice president at First Peoples, denied the charges, saying Mr. Butcher seemed to be "grasping at straws."

The FDIC claims it holds debts of more than $10.5 million from 23 loans it acquired as receiver for six failed banks once controlled by Mr. Butcher and his brother, C.H Butcher Jr.

Mr. Butcher also claimed that a guaranty under which American National was suing on two loans worth $80,333 was not valid.

"Counsel for Mr. Butcher has twice sought, and has twice been promised, a copy of said guaranty," the answer states. "To date such copy has not been forthcoming."

Mr Butcher asks that the petition thus be dismissed. If his request is denied, he said he wished to convert the case from liquidation into Chapter 11, where he continues to operate his finances. Mr. Butcher would then work out a repayment plan while under

➤ Butcher: Page 11

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INTERNATIONAL BRIEFING

Boost in Large UK Bills Points to 'Gray Economy'

LONDON — The Bank of England's 1983 report, published this week, shows another increase in the proportion of higher-denomination bank notes in circulation. The bank itself makes no comment beyond noting that this "trend of recent years continued" during the 12 months through the end of February, the period covered by its annual reports.

Many observers, however, have come to look on the bank's yearly breakdown of bank notes in circulation as one indicator of the growth of the "gray economy," in which cash changes hands outside the purview of the tax authorities.

As shown in the accompanying table, during the past four years alone, the proportion of higher-value bank notes has risen from about half to almost two-thirds of the value of all notes in circulation. As the same time, the proportion of lower-denomination notes has fallen to less than a third.

The low-denomination notes are the 1 pound and 5 pounds sterling notes, roughly equivalent at present to $1.50 and $7.50. The higher-denomination notes are those for 10, 20, and 50 pounds sterling, approximately equal at present to $15, $30, and $75.

The increase in the proportion of higher-denomination notes in the total value of those circulating can be explained only partly by inflation. There is growing acceptance that an important part of the increase reflects the expansion of the gray economy.

The gray economy phenomenon had become sufficiently important in all the mature industrialized countries a few years ago to prompt a special study by the Organization for Economic Cooperation and Development.

Study Shows Erosion of Tax Morality in OECD Countries

The OECD study, which was inconclusive, merely confirmed impressionistic evidence of an erosion of tax morality in all its member countries. In Italy, an extreme example, where tax evasion may have approached levels more common in the developing countries, some economists estimate the total output of goods and services at up to an additional one-quarter above the value of the gross national product, as officially computed.

In northern Europe and North America, the size of the gray economy tends to be estimated at somewhere between 5% and 10% of officially recorded GNP.

That impression is very roughly confirmed by the Bank of England's latest data. The value of bank notes in circulation amounts to approximately 10% of the broadly defined money supply. The 65% of higher-denomination notes in the total value of the note circulation, therefore, represents about 6½% of the money supply.

Since some of those bank notes are used for legitimate transactions, the size of Britain's gray economy would seem to be at the lower end of the OECD spectrum, perhaps equal to 5% or less of recorded GNP.

But even that much is troubling in a country where tax morality has traditionally been high, and the apparent growth of Britain's gray economy is likewise a matter of concern. Some critics view the apparent expansion of the gray economy in many countries as a form of voting against rising government expenditures and taxation.

British Currency in Circulation
(As a Percentage of Total)

Pound Note Denomination	1980	1981	1982	1983
1 and 5	43	40	35	32
10, 20, and 50	52	55	60	65
Other (a)	5	5	5	3
Total	**100**	**100**	**100**	**100**

(a) Consists mainly of notes circulated only within the Bank of England for technical accounting reasons. Years' end Feb. 28.
Source: The Bank of England.

—M.S. Mendelsohn

INTERNATIONAL APPOINTMENTS: **National Westminster Bank PLC** appointed John Lamb senior accounts executive and head of marketing for its New York office. Mr. Lamb was previously based in Stockholm as the bank's Scandinavian representative.

Midland Bank PLC announced in London that Ian Patterson has been named chief executive officer of the Forward Trust Group, a finance subsidiary of the bank engaged in installment credit, leasing, and factoring, effective Oct. 1. He will replace Brian Goldthorpe, who will become a director of the parent company. Mr. Paterson is currently deputy chief executive of the unit.

Oesterreichische Laenderbank — Austria's third largest bank in this newspaper's most recent ranking — said in Vienna that it has appointed Dr. Oswald E. Judar as head of its international department. Dr. Judar is a 28-year veteran of Chase Manhattan Bank NA, where his most recent assignment was as manager of the Frankfurt branch.

Trust Banking

Trust Assets . . .

Continued from page 2

agent for the others in compiling the survey report, will publish it shortly. It made summary tables available to American Banker.

The 1982 survey covered 4,041 banks, up from 4,021 in 1981. Their $[illegible]0.0 billion in discretionary trust assets represented a 17.6% increase from $585.8 billion in 1981.

Though new business, especially from employee benefit plans, contributed to the increase, higher prices in all the securities markets was the major reason. Standard & Poor's 500 common stock index, with dividends reinvested, had a total return of 21.6% in the year and the Salomon Brothers Bond Index, 43.7%.

The trust departments' holdings of common stock rose from $248.7 billion to $287.8 billion in the year, a gain of 15.7%.

This falls short of the percentage gain in the market, but that does not necessarily denote poor investment performance. Shifts among different types of assets and distributions from trust accounts also affect the change.

Small Share of Trillion Dollar Universe

The regulators' survey before 1978 tallied all trust assets. In that year it started collecting data only on assets where trust departments exercise investment discretion, either solely or shared.

The results showed that the influence of trust investment managers over corporations was not as pervasive as some imagined, and it has declined since.

At the end of 1978, the trust industry held common shares worth $205.1 billion and preferred stock worth $4.0 billion, a total of $209.1 billion. This was 21.3% of all the stock outstanding at the time, estimated in the Federal Reserve flow-of-funds accounts at $982.5 billion.

In 1979, all the stock outstanding in the U.S. went over a trillion dollars for the first time, to $1.1795 trillion. Discretionary stock in trust accounts also was up, to $233.3 billion, but its ratio to the total was down to 19.8%.

Trust Assets of Banks and Trust Companies

(Dollars in Thousands)

	TRUST AND ESTATES				AGENCIES		TOTAL
	Employee Benefit	Personal Trusts	Estates	Subtotal	Employee Benefit	All Others	
Nonint. Bearing Deposits — Own Bank	629,042	1,371,795	223,406	2,224,237	145,975	649,538	3,019,752
Nonint. Bearing Deposits — Other	9,977	39,675	2,915	52,568	232,593	46,632	331,793
Int. Bearing Deposits — Own Bank	2,163,279	2,515,849	501,947	5,181,070	190,681	1,895,947	7,267,703
Int. Bearing Deposits — Other	9,444,635	2,981,095	303,156	12,728,887	1,091,835	12,310,005	26,130,728
U.S. Govt. & Agency Obligations (a)	38,085,832	25,340,374	2,105,034	65,531,235	21,072,820	27,719,131	114,323,189
State, County, Municipal Oblig.	129,765	26,142,447	867,635	27,139,850	229,845	11,702,925	39,072,620
Other Short-Term Obligations	37,023,939	20,829,990	2,788,479	60,642,408	5,812,343	23,018,313	89,473,068
Other Notes and Bonds (a)	22,546,677	12,386,840	492,735	35,426,255	18,615,981	13,284,708	67,326,942
Preferred Stocks	758,598	1,749,790	104,665	2,613,054	295,789	1,024,165	3,933,008
Common Stocks	87,291,127	119,616,436	5,544,079	212,451,647	32,099,516	43,204,011	287,755,171
Real Estate Mortgages	2,057,599	3,725,661	607,511	6,390,767	552,700	1,158,194	8,101,663
Real Estate	2,742,088	18,085,432	3,742,775	24,570,295	464,652	3,461,112	28,496,055
Miscellaneous	6,577,795	4,045,753	836,340	11,459,881	735,429	1,612,730	13,808,046
Total Assets	**209,460,337**	**238,831,120**	**18,120,683**	**466,412,141**	**81,540,159**	**141,087,421**	**689,039,724**
Total Number of Accounts	**320,548**	**875,217**	**91,370**	**1,287,139**	**21,949**	**140,862**	**1,449,956**

(a) Includes 10,622,546 (in thousands) of real estate mortgage pool pass-through certificates.

Bank Record Count 4,041

Trust Assets by Type of Account for Last Three Years

(Dollars in Thousands)

Type of Account	1980	1981	1982	% Change 1980-1981	% Change 1981-1982
Total Trusts and Estates	404,235,106	406,774,005	466,412,141	+0.6	+14.7
Employee Benefits	175,242,778	177,026,478	209,460,337	+1.0	+18.3
Personal Trusts and Estates	228,992,327	229,747,522	256,951,803	+0.3	+11.8
Total Agencies	166,958,641	179,014,471	222,627,580	+7.2	+24.4
Employee Benefits	53,749,020	63,837,931	81,540,159	+18.8	+27.7
All Others	113,209,621	115,176,540	141,087,421	+1.7	+22.5
Total	**571,193,771**	**585,788,478**	**689,039,724**	**+2.6**	**+17.6**
Number of Accounts	**1,401,540**	**1,419,541**	**1,449,956**	**+1.3**	**+2.1**

In 1980, stock outstanding was up to $1.5721 trillion. Stock in trust accounts was up to $278.9 billion. The ratio was down again to 17.7%.

In 1981, declining market prices lowered the value of all the stock outstanding to $1.5045 trillion. Trust holdings were down, to $252.4 billion. And the ratio also was down as well, to 16.8%.

Last year, the boom that began in August helped raise the value of all stock outstanding to $1.7218 trillion and the shares in trust accounts to $291.7 billion, both records. The ratio of one to the other was 16.9%, a gain of a tenth of a percentage point, which may not be statistically significant.

Own Bank Balances Down

As one of the accompanying tables shows, trusteed employee benefit assets rose by 18.3% last year, from $177.0 billion to $209.5 billion. In these, the bank or trust company is the trustee or named fiduciary of a plan and also has investment discretion. Banks can commingle them.

They also include individual retirement accounts and Keogh accounts administered in the trust department. But in a master trust, the definition covers only that chunk assigned to the trustee to manage.

Employee benefit agency accounts rose 27.7%, from $63.8 billion to $81.5 billion. In these, the institution may not have custody of the shares, but it directs how they are to be invested. They may not be commingled. The bank must invest them directly from each account, since it acts only as the agent for the customer, not as a trustee with all the solemn obligations that entails.

The number of accounts in all segments of the trust asset management business were up last year except for estates. These declined in number from 95,366 to 91,370. But the assets in estates rose from $17.6 billion to $18.1 billion.

In an otherwise up year for trust banking, the only type of asset to shrink was noninterest-bearing deposits in own bank. In what may or may not gratify critics who charge banks with undue use of trust cash, these balances were down 7.4%, from $3.26 billion to $3.02 billion. ■

Money Market Mutual Funds

July 19, 1983

The table below presents certain statistics as of the date indicated for money market mutual funds whose shares are held largely in trust accounts. The information includes the fund size in millions of dollars, average portfolio maturity, percent of portfolio due in seven days or less, and the rates of total return for the preceding seven and 30 days. The table is compiled by Joanne M. Bitterman.

	Size $ Mil.	Average Maturity (days)	% due 7 Days or less	% Rate of Return 7-day	% Rate of Return 30-day
Dreyfus Money Market Instruments:					
Money Market Series	1,057.3	58	17	8.5	8.4
Dreyfus Institutional Money Market Fund:					
Government Securities Series	614.5	67	17	8.2	8.2
Money Market Series	515.2	59	16	8.5	8.4
Federated Group:					
Federated Master Trust	2,956.3	25	23	8.7	8.6
Money Market Trust	2,170.9	26	26	8.7	8.5
Trust for Short-Term U.S. Govt. Sec.	6,767.3	41	28	8.5	8.4
Trust for U.S. Treasury Obligations	1,970.9	37	23	8.4	8.4
Fidelity Money Market Trust:					
U.S. Government Portfolio	681.4	29	33	8.9	8.7
Domestic Money Market Portfolio	1,595.1	33	22	9.0	8.8
Treasury Portfolio	166.9	6	85	8.8	8.8
Institutional Liquid Assets:					
Prime Obligations Portfolio	3,015.7	33	21	8.9	8.7
Government Portfolio	1,246.2	31	46	8.7	8.6
Treasury Portfolio	250.4	34	42	8.7	8.6
Merrill Lynch Group:					
Merrill Lynch Institutional Fund	965.6	34	21	8.6	8.4
Merrill Lynch Government Fund	1,465.0	37	18	8.3	8.1
Scudder Cash Investment Trust	909.0	32	15	8.1	7.9
Shearson/American Express Group:					
TempFund	3,800.7	39	12	8.9	8.8
FedFund	1,408.4	31	35	8.7	8.6
T-Fund	849.3	34	35	8.7	8.6
TrustFunds Liquid Asset Trust:					
Treasury Portfolio	724.0	34	40	8.6	8.5
Agency Portfolio	184.0	30	36	8.6	8.5
Commercial Portfolio	163.1	29	22	8.9	8.7
Prime Obligations Portfolio	589.1	33	18	8.6	8.5

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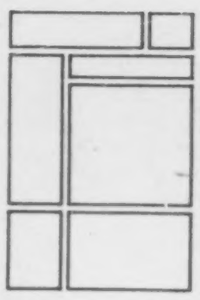

FROM THE BACKROOM TO THE BOARDROOM
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American Banker

The Only Daily Banking Newspaper

VOL. CXLVIII NO. 142 | Friday, July 22, 1983 | 148th Year

Assets of Top 10 Banking Companies

(In Billions of Dollars)

		6-30-83	6-30-82	Change
1	Citicorp	$130.2	$120.1	+ 8%
2	BankAmerica Corp.	121.0	121.7	- 1
3	Chase Manhattan Corp.	81.5	79.2	+ 3
4	Manufacturers Hanover Corp.	63.3	58.3	+ 9
5	J.P. Morgan & Co. Inc.	59.2	58.6	+ 1
6	Chemical New York Corp.	48.9	45.4	+ 8
7	Continental Illinois Corp.	41.0	42.9	- 4
8	First Interstate Bancorp	40.8	37.8	+ 8
9	Bankers Trust New York Corp.	37.7	36.9	+ 2
10	Security Pacific Corp.	37.7	34.3	+10
	Totals	**$661.3**	**$635.2**	**+ 4%**

Citicorp Still No. 1 — for Now

NEW YORK — Citicorp for the last year has headed the list of the largest bank holding companies in the country. And based on June 30 balance sheet figures, it remains in first place. But BankAmerica Corp.'s recent acquisition of Seafirst Corp. is expected to push the San Francisco company back into the top spot that it relinquished to Citicorp.

BankAmerica had $121 billion in assets at midyear. A pro forma combination of BankAmerica's and Seafirst's assets, based on the latest available figures, would make the San Francisco holding company the largest in the nation, with $130.6

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IRAs Take a $4.5 Billion Tax Bite

By ALICE ARVAN

NEW YORK — Since all working Americans became eligible for individual retirement accounts, or IRAs, in January 1982, one unexpected effect of the popular new instruments has been a $4.5 billion loss in federal tax revenues.

This loss in tax income is $3 billion more than the $1.5 billion loss which officials had anticipated, according to a spokesman for the Treasury's office of tax analysis.

Individual retirement account and Keogh investors in commercial banks, thrifts, and money market mutual funds increased the total amount on deposit in these accounts by an estimated $3.8 billion from April 30 through June 31, according to preliminary figures published by the Federal Reserve Bank.

Measured by market shares, these figures show commercial banks capturing 40.5% of the $3.8 billion increase; thrifts holding a 51.5% share; and money market mutual funds an 8% share. As of June 1983, preliminary figures show a total of $68.9 billion on

➳ IRA: Page 15

Compromise Worked Out On Withholding Repeal Bill

By LISA J. Mc CUE

WASHINGTON — The House-Senate conference on withholding appears to have created a compromise repeal package that will be acceptable to the administration and to the financial lobbies.

The congressional taxwriters Thursday were attempting to make final a compromise plan that would strike from law the withholding plan and impose some additional tax-compliance measures.

They tentatively agreed to the plan late Wednesday, but negotiations stopped short of final approval because of an impasse regarding an amendment concerning tax-exempt mortgage bonds. The committee was expected to resolve that deadlock late Thursday and drop the mortgage bond amendment.

Precise details on the package were unclear as of Thursday afternoon because of continuing negotiations. However, interviews with financial lobbies indicated the compromise package would be acceptable both to parties that had favored the Senate version, which contained many compliance measures, and to those that had supported the

➳ Withhold: Page 15

Lawmaker Weighs Select Committee To Consider Deregulation Measure

By TERESA CARSON

WASHINGTON — A Georgia congressman said Thursday that he is considering pushing for the creation of a special select committee to handle legislation dealing with financial services deregulation.

Speaking at hearings of the commerce, consumer, and monetary affairs subcommittee of the House Committee on Government Operations, the congressman, Rep. Doug Barnard, D-Georgia, said he is "investigating the advisability" of creating a select or ad hoc committee.

A committee staff member said a select committee would expedite the House's consideration of the broad financial industries deregulation measure proposed by the Reagan administration.

He said the bill contains provisions that would have to be addressed by two House committees, and that creating a single committee would streamline the legislative process.

The hearings examined "confusion in the legal framework of the American financial system and service industry." Thursday's hearings wrapped up the sessions with testimony from top attorneys representing the four bank and thrift regulatory agencies.

The attorneys discussed, among other topics, the problems created by loophole banks, or nonbank banks, and the operation of these institutions by nondepository companies such as

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Cover 1, p.16.

Securities Underwriting Record Set

Salomon Brothers Leads with $19.2 Billion in First Half

By SCOTT McMURRAY

NEW YORK — During the first six months of this year, corporations — many of their stock prices buoyed by the bull market — raised a record $58.7 billion through securities underwritings.

These underwritings more than doubled the $23.4 billion raised during the first half of 1982, according to data compiled by Abrahamsen & Co., an independent statistical research firm.

Salomon Brothers Inc. led all investment banking firms in the volume of public debt and equity securities underwritings for the first six months of 1983, doing 161 financings with a dollar value of $19.2 billion.

The Merrill Lynch White Weld Capital Markets Group investment banking unit of Merrill Lynch Inc. finished second to Salomon (giving full credit to each underwriting manager and co-manager), with 187 issues totaling $18.1 billion. Goldman Sachs was third, with $15.8 billion and 149 issues.

The largest year-to-year growth in financings came in common stock financings. The volume of common stock financings more than quintupled, from $3.7 billion for the first half of 1982 to nearly $21 billion for the first six months of this year.

For straight debt, Salomon also led the rankings, with 99 financings worth just under $13 billion. Merrill Lynch was second (again giving credit to each manager and co-manager), with 69 financings worth $8.9 billion. And Goldman Sachs was third, with 66 financings worth $8.5 billion.

The rankings are based on underwritings of $5 million or more registered with the Securities and Exchange Commission. Included were U.S. government-guaranteed financings, underwritten issues of federal agencies, issues of Canadian provinces and corporations, and financings in the U.S. markets of foreign governments and their agencies. Not included were underwritten certificate of deposit financings. ■

Legal . . .

Continued from page 1

Dreyfus Corp. and J.C. Penney Co.

These nonbanking corporations have managed to avoid becoming bank holding companies under the Bank Holding Company Act by spinning off demand deposit-taking or commercial lending activities of their so-called nonbank banks.

Rep. Barnard said the hearings were scheduled before two important banking bills were introduced in Congress. These bills were major topics of discussion during the three days of hearings.

One bill, sponsored by the Federal Reserve, is a moratorium on the acquisition of banks and thrifts by nondepository insitutions. The other, drafted by the Treasury Department, is the bill on bank powers called the Financial Insitutions Deregulation Act of 1983. The bill does not deal with interstate banking.

Only the lawyer from the Federal Reserve supported the moratorium legislation.

Doyle L. Arnold, senior deputy Comptroller of the Currency, told the committee, "A lengthy moratorium only delays the inevitable" congressional action, and "a brief moratorium seems to be rather pointless. There is nothing going on in the market that is so drastic it could not be undone by Congress."

Rep. Barnard questioned the attorneys about the deregulation bill and about whether it would eliminate problems caused by nonbank banks. The attorneys generally agreed that the bill would close the confusing loopholes.

Rep. Barnard also questioned the attorneys on whether Congress should address interstate banking in the deregulation bill. Michael Bradfield, general counsel for the Federal Reserve System, said the issue of interstate banking must be dealt with, but added, "Treasury felt they were giving Congress as much as they could digest" at one time. ■

Money Fund Assets Fall on Week

WASHINGTON — Assets of money market mutual funds fell $30.7 million in the week ending July 20 to $165.5 billion, the Investment Company Institute said.

Last week the funds posted an increase of $252 million for the first rise in 32 weeks.

The ICI also said that 174 general purpose funds rose $167.8 million to $52.82 billion; 56 institutional funds were up $58.6 million to $33.09 billion, and 85 broker-dealer funds fell $257.1 million to $79.6 billion. ■

IMF . . . . .

Continued from page 3

House staffers said a vote could occur next week.

Also included in the bill are provisions to restrict foreign lending by banks, such as special reserves on certain international loans.

The Senate already has passed a bill (S. 695) that includes the IMF quota increase but with less severe restrictions on bank lending. ■

Assets . . .

Continued from page 1

billion in assets, edging Citicorp's total of $130.2 billion.

BankAmerica's second-quarter results do not include the earnings or balance sheet items of Seafirst because acquisition of the Seattle company was not closed until July 1.

Three more New York City bank holding companies round out the five largest in this category at June 30. They are: Chase Manhattan Corp., with $81.5 billion in assets; Manufacturers Hanover Corp., with $63.3 billion; and J.P. Morgan & Co. Inc., with $59.2 billion. ■

American Banker Top U.S. Commercial Banks Midyear Review

Featuring the Financial Services Industry

August 19, 1983

American Banker's 1983 midyear review of commercial banks ranks the top 300 banks by deposits, with IRA deposits breakouts, and by geographic area.

This year, for the first time, American Banker ranks the largest financial services institutions, including banks and non-bank competitors.

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Top 500 Have Smallest Gain

Deposits of World's Largest Banks Up Mere .5%

By L. MICHAEL CACACE

NEW YORK — The total deposits of the 500 largest banks in the world grew by less than one-half of one percent last year, the smallest gain since the American Banker began compiling these data in 1957. The previous smallest gain was 4.4% in 1981.

This is one of the findings of the American Banker's annual survey of the world's top 500 banks in deposits, published today.

Deposit growth came to a virtual halt last year because of:

- The worldwide economic recession.
- The restrictive monetary policies used by the major industrialized countries to combat inflationary pressures.
- The strength of the dollar against all major currencies.
- The indebtedness problems of the world's newly industrialized countries, especially Mexico, Argentina, and Brazil.

Also contributing to the slow growth of deposits was last year's decline in the volume of world trade — the first since 1975. The volume was approximately 5% below the 1979-80 peak. The drop was attributable to the

➳ Top 500: Page 98

New Jersey Companies Agree On Record Banking Merger

Special to the American Banker

NEWARK, N.J. — The largest merger in New Jersey banking history was approved late Monday by the boards of directors of two Newark bank holding companies.

First National State Bancorp., with $4.9 billion in assets, and Fidelity Union Bancorp., with $3.5 billion in assets, will merge to form an $8.4 billion-asset bank holding company.

The merging companies are respectively the largest and third largest bank holding companies in the state.

The merger — which is subject to state and federal regulatory approvals and ratification by the stockholders — would, for the first time, give New Jersey a bank ranking among the top 30 in the country.

It would be nearly twice the size of the $4.5 billion-asset Midlantic Banks Inc. of Edison, which would remain the second largest in the state.

First National State

FIDELITY UNION BANK

Robert R. Ferguson Jr., president and chief executive officer of First National State, and Peter Cartmell, chairman and chief executive officer of Fidelity

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A compromise measure to repeal withholding has bogged down, and formal action by Congress may not take place before the official Aug. 1 start-up date.....3

Holding Company on Hold
Round Hill National Bank, Va., has hired a law firm to "advise" it on a proposed merger involving its own holding company.....3

Biting One's Tongue
In today's topsy-turvy banking world, broadcasting the other guy's mistake can backfire. You could find yourself in his shoes before you know it: MARKETING MANAGEMENT.....4

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CAPITAL ACTION

Data Processing Unit Spin-Offs Can Boost Bank Groups' Capital

By TERESA CARSON

NEW YORK — Some banking institutions are taking a cue from industrial companies and spinning off subsidiaries into separate, publicly traded companies. These moves boost the parent company's capital and, some analysts say, could enhance the market for the parent company's common stock.

Spinning off subsidiaries is common among industrial companies but virtually unheard of in banking. So far only two bank holding companies have taken this step, and both spun off their data processing subsidiary. First Oklahoma Bancorp. announced Monday that it will spin off First Data Management Inc. Earlier in the year, First Railroad & Banking Co. spun off First Financial Management Co.

Investment bankers say other bank holding companies are discussing the idea. These analysts say also that data processing subsidiaries are the only likely candidates for spinning off. One analyst said data processing subsidiaries are "pristine," meaning that they are

➳ Oklahoma: Page 102

First City to Acquire Cullen Frost, Creating 2d Biggest Texas BHC

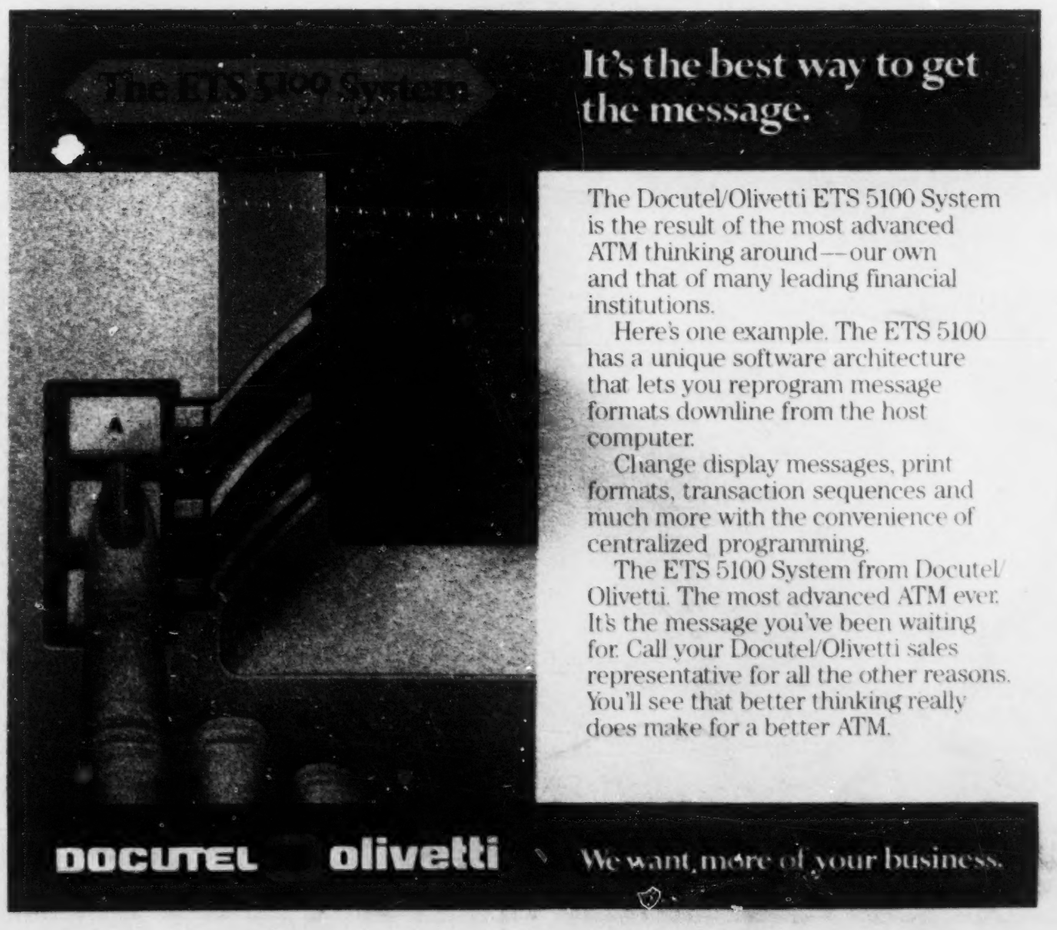
By JOHN P. FORDE

NEW YORK — Cullen Frost Bankers Inc., San Antonio, has agreed to merge into First City Bancorp., Houston, for a combination of stock and cash worth $288 million.

The deal would make First City the second largest bank holding company in the state, with $19.6 billion in assets.

At June 30, Cullen Frost had $3 billion in assets and was Texas's ninth largest bank holding company. First City had $16.6 billion in assets and was the fourth largest in the state. The addition of Cullen Frost will push First

➳ Texas: Page 103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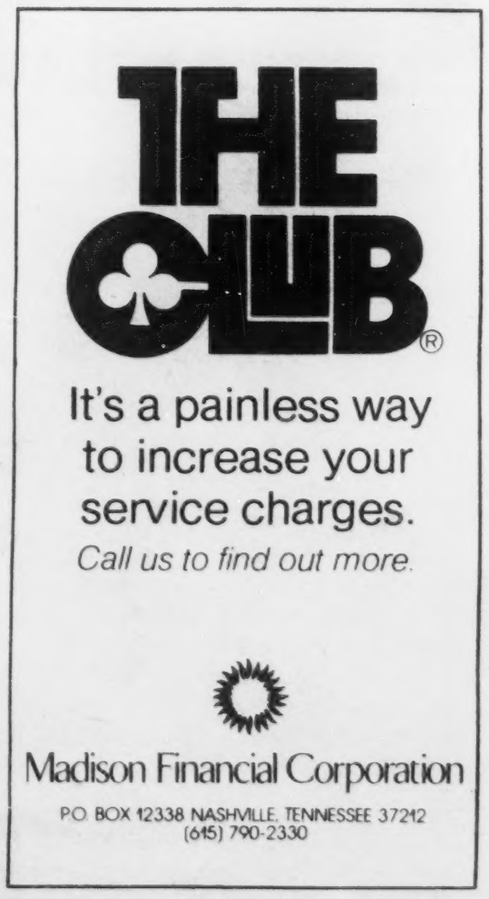
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American Banker ranks the World's 500 Largest Banks

By Deposits

AT A GLANCE: Who's tops?

World Rank 12/31/81		Deposits in U.S. Dollars
1	Bank of America NT&SA, San Francisco	95,037,498,000
2	Banque Nationale de Paris	90,677,717,376
3	Credit Lyonnais, Paris	83,591,842,582
4	Barclays Bank Plc, London	83,575,100,000
5	National Westminster Bank Plc, London	80,815,560,000
6	Credit Agricole Mutuel, Paris	78,383,020,000
7	Deutsche Bank, Frankfurt	75,817,163,884
8	Citibank NA, New York	74,544,000,000
9	Societe Generale, Paris	73,298,701,254
10	Midland Bank Plc, London	

NOTE

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500 Largest Banks in the World — Nos. 1 to 100

U.S. AND OVERSEAS COMMERCIAL BANKS RANKED BY SIZE OF DEPOSITS (a)

Compiled by American Banker Copyright 1983

World Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	December 31, 1982, or Nearest Fiscal Year-end (b) Deposits in U.S. Dollars	Rate of Exch. in U.S. Dollars(n)	Deposits in Nation's Currency(p)	12/31/81 (d) Deposits in U.S. Dollars	Rank 12/31/81	Gain in Rank
1	Bank of America NT&SA, San Francisco	United States	95,037,498,000	.....	.....	95,985,514,000	1	
2	Banque Nationale de Paris	France	90,677,717,376s	0.146000	FF 621,080,256,000s	93,864,493,674s	2	
3	Credit Lyonnais, Paris	France	83,591,842,582s	0.146000	FF 572,546,867,000s	85,227,142,426s	3	
4	Barclays Bank Plc, London	United Kingdom	83,575,100,000s	1.610000	P 51,910,000,000s	82,069,944,000s	4	
5	National Westminster Bank Plc, London	United Kingdom	80,815,560,000s	1.610000	P 50,196,000,000s	76,082,444,000s	8	+ 3
6	Credit Agricole Mutuel, Paris	France	78,383,020,000u	0.146000	FF 536,870,000,000u	81,532,981,080s	5	
7	Deutsche Bank, Frankfurt	Germany	75,817,163,884s	0.413000	DM 183,576,668,000s	79,178,568,854s	6	
8	Citibank NA, New York	United States	74,544,000,000	.....	.....	72,471,147,000	9	+ 1
9	Societe Generale, Paris	France	73,298,701,254s	0.146000	FF 502,045,899,000s	78,872,023,521s	7	
10	Midland Bank Plc, London	United Kingdom	71,211,749,000s	1.610000	P 44,230,900,000s	72,325,168,000s	10	
11	Dai-Ichi Kangyo Bank Ltd., Tokyo (e)	Japan	69,345,717,210u	0.003722	Y 18,631,305,000,000u	67,513,875,804u	11	
12	Fuji Bank, Ltd., Tokyo (e)	Japan	65,937,415,752s	0.003722	Y 17,715,587,252,000s	62,839,955,334s	13	+ 1
13	Sumitomo Bank Ltd., Osaka (e)	Japan	65,041,462,418s	0.003722	Y 17,474,869,000,000s	62,132,908,392s	14	+ 1
14	Royal Bank of Canada, Montreal	Canada	63,947,494,807s	0.815600	C$ 78,405,462,000s	62,903,983,898s	12	
15	Mitsubishi Bank Ltd., Tokyo (e)	Japan	63,388,790,202s	0.003722	Y 17,030,841,000,000s	59,128,752,960s	15	
16	Sanwa Bank Ltd., Osaka (e)	Japan	61,045,579,048s	0.003722	Y 16,401,284,000,000s	56,181,590,424u	17	+ 1
17	Chase Manhattan Bank NA, New York	United States	59,316,797,000	.....	.....	58,585,662,000	16	
18	Dresdner Bank, Frankfurt	Germany	53,218,404,799s	0.413000	DM 128,858,123,000s	54,999,850,766s	18	
19	Westdeutsche Landesbank Girozentrale, Duesseldorf	Germany	52,441,987,982s	0.413000	DM 126,978,179,134s	53,293,337,465s	19	
20	Industrial Bank of Japan, Ltd., Tokyo (e)	Japan	52,106,057,116u	0.003722	Y 13,999,478,000,000u	49,538,080,656u	20	
21	Hongkong and Shanghai Banking Corp., Hong Kong	Hong Kong	51,663,766,000s	0.154000	H$ 335,479,000,000s	47,562,829,450s	24	+ 3
22	Lloyds Bank Plc, London	United Kingdom	51,375,100,000s	1.610000	P 31,910,000,000s	48,492,044,000s	21	
23	Barclays Bank International Ltd., London	United Kingdom	51,338,070,000st	1.610000	P 31,887,000,000st	45,510,748,000st	25	+ 2
24	Bank of Tokyo, Ltd. (e)	Japan	50,913,599,034s	0.003722	Y 13,679,097,000,000s	43,591,185,144s	31	+ 7
25	Canadian Imperial Bank of Commerce, Toronto	Canada	49,156,315,581s	0.815600	C$ 60,270,127,000s	47,592,092,155s	23	
26	Norinchukin Bank, Tokyo (e)	Japan	46,984,421,348	0.003722	Y 12,623,434,000,000	47,967,274,188	22	
27	Mitsui Bank, Ltd., Tokyo (e)	Japan	46,440,235,172s	0.003722	Y 12,477,226,000,000s	44,386,642,152s	29	+ 2
28	Union Bank of Switzerland, Zurich	Switzerland	44,970,074,451u	0.498000	SF 90,301,354,319u	44,543,816,445u	28	
29	Tokai Bank Ltd., Nagoya (e)	Japan	44,341,529,642s	0.003722	Y 11,913,361,000,000s	43,300,812,237s	32	+ 3
30	Bank of Montreal	Canada	43,940,144,431s	0.815600	C$ 53,874,625,345s	45,393,559,289s	26	
31	Manufacturers Hanover Trust Co., New York	United States	43,579,255,000	.....	.....	42,166,528,000	34	+ 3
32	Swiss Bank Corp., Basle	Switzerland	43,522,382,472u	0.498000	SF 87,394,342,313u	43,853,418,067u	30	
33	Commerzbank, Duesseldorf	Germany	42,419,225,091s	0.413000	DM 102,709,988,113s	43,025,817,600s	33	
34	Long-Term Credit Bank of Japan Ltd., Tokyo (e)	Japan	41,264,701,122u	0.003722	Y 11,086,701,000,000u	41,499,681,804u	35	+ 1
35	Algemene Bank Nederland, Amsterdam	Netherlands	41,119,553,777s	0.381200	G 107,868,714,000s	44,644,967,600s	27	
36	Banca Nazionale del Lavoro, Rome	Italy	41,073,580,127s	0.000725	L 56,653,213,967,690s	38,771,299,814s	38	+ 2
37	Bayerische Vereinsbank, Munich	Germany	40,857,579,388s	0.413000	DM 98,928,763,652s	41,134,951,570s	36	
38	Mitsubishi Trust & Banking Corp., Tokyo (e)	Japan	40,229,456,598u	0.003722	Y 10,808,559,000,000u	38,063,196,882	40	+ 2
39	Amsterdam-Rotterdam Bank, Amsterdam	Netherlands	39,968,560,784s	0.381200	G 104,849,320,000s	39,419,280,089s	37	
40	Morgan Guaranty Trust Co., New York	United States	39,807,553,000	.....	.....	37,688,690,000	42	+ 2
41	Bank of Nova Scotia, Toronto	Canada	38,549,465,312s	0.815600	C$ 47,265,161,000s	35,765,426,289s	46	+ 5
42	Sumitomo Trust & Banking Co., Ltd., Osaka (e)	Japan	37,509,467,384u	0.003722	Y 10,077,772,000,000u	34,022,453,040	48	+ 6
43	Taiyo Kobe Bank, Ltd., Kobe (e)	Japan	37,245,402,650u	0.003722	Y 10,006,825,000,000u	37,177,832,376u	43	
44	Bayerische Landesbank Girozentrale, Munich	Germany	37,002,322,000s	0.413000	DM 89,594,000,000s	37,915,457,888s	41	
45	Banca Commerciale Italiana, Milan	Italy	34,840,311,450s	0.000725	L 48,055,602,000,000s	34,163,415,562s	47	+ 2
46	Mitsui Trust & Banking Co., Ltd., Tokyo (e)	Japan	34,521,081,028u	0.003722	Y 9,274,874,000,000u	32,361,700,356u	50	+ 4
47	Rabobank Nederland, Utrecht	Netherlands	33,967,747,360s	0.381200	G 89,107,417,000s	38,589,174,178s	39v	
48	Standard Chartered Bank Plc, London	United Kingdom	33,719,357,000s	1.610000	P 20,943,700,000s	32,716,083,200s	49	+ 1
49	Daiwa Bank, Ltd., Osaka (e)	Japan	32,824,221,228u	0.003722	Y 8,818,974,000,000u	31,974,550,470u	51	+ 2
50	Credit Suisse, Zurich	Switzerland	32,481,054,000u	0.498000	SF 65,223,000,000u	36,727,899,840u	44	
51	Toronto Dominion Bank	Canada	32,278,503,684s	0.815600	C$ 39,576,390,000s	31,219,173,005s	52	+ 1
52	International Westminster Bank Plc, London	United Kingdom	30,009,322,910st	1.610000	P 18,639,331,000st	17,945,256,000st	79	+ 27
53	Chemical Bank, New York	United States	29,684,938,000	.....	.....	30,673,591,000	53	
54	Continental Illinois Nat'l Bank & Trust Co., Chicago	United States	28,635,668,000	.....	.....	29,881,262,000	54	
55	First National Bank, Chicago	United States	27,495,357,000	.....	.....	25,867,640,000	57	+ 2
56	Societe Generale de Banque, Brussels	Belgium	27,328,496,400s	0.021300	BF 1,283,028,000,000s	27,891,111,798s	55	
57	Yasuda Trust & Banking Co. Ltd., Tokyo (e)	Japan	26,207,327,790u	0.003722	Y 7,041,195,000,000u	25,133,626,224u	60	+ 3
58	Security Pacific National Bank, Los Angeles	United States	25,791,750,980	.....	.....	23,441,590,827	66	+ 8
59	Credito Italiano, Milan	Italy	25,646,263,339s	0.000725	L 35,374,156,329,450s	27,229,846,254s	56	
60	Bankers Trust Co., New York	United States	25,295,957,000	.....	.....	23,276,946,000	67	+ 7
61	Istituto Bancario San Paolo di Torino, Turin	Italy	25,241,239,517s	0.000725	L 34,815,502,781,890s	22,801,664,610s	68v	+ 7
62	Nippon Credit Bank, Ltd., Tokyo (e)	Japan	25,174,253,192u	0.003722	Y 6,763,636,000,000u	25,485,615,864u	58	
63	Shoko Chukin Bank, Tokyo (e)	Japan	24,080,376,002	0.003722	Y 6,469,741,000,000	25,441,563,384	59	
64	Monte dei Paschi di Siena	Italy	23,755,133,950s	0.000725	L 32,765,702,000,000s	24,143,372,466s	63	
65	Banco do Brasil, Brasilia	Brazil	23,483,121,791s	0.003980	BC 5,900,281,857,000s	23,949,490,508s	64	
66	Kyowa Bank, Ltd., Tokyo (e)	Japan	23,402,685,408u	0.003722	Y 6,287,664,000,000u	23,797,442,232s	65	
67	Banco di Roma, Rome	Italy	23,302,068,282s	0.000725	L 32,140,783,836,640s	24,671,569,290s	61	
68	Bank Leumi le-Israel, Tel-Aviv	Israel	23,269,621,947s	0.033000	IS 705,140,059,000s	17,396,013,050s	83	+ 15
69	Hessische Landesbank-Girozentrale, Frankfurt	Germany	22,717,528,386u	0.413000	DM 55,006,122,000u	22,525,925,659u	68	
70	Lloyds Bank International Ltd., London (e)	United Kingdom	22,696,700,000st	1.690000	P 13,430,000,000st	20,497,315,500st	73	+ 3
71	Norddeutsche Landesbank Girozentrale, Hannover	Germany	22,536,407,127s	0.413000	DM 54,567,571,737s	21,499,177,253	69	
72	Saitama Bank Ltd., Urawa (e)	Japan	22,021,823,408s	0.003722	Y 5,916,664,000,000s	21,193,123,284s	71	
73	Bank fuer Gemeinwirtschaft, Frankfurt	Germany	21,953,530,600s	0.413000	DM 53,156,248,426s	24,370,683,844s	62	
74	Nederlandsche Middenstandsbank, Amsterdam	Netherlands	21,772,705,732s	0.381200	G 57,116,227,000s	21,335,461,491s	70	
75	Toyo Trust & Banking Co. Ltd., Tokyo (e)	Japan	21,429,906,304u	0.003722	Y 5,757,632,000,000u	20,447,543,664u	74	
76	Westpac Banking Corp., Sydney (e)	Australia	20,090,412,563s	0.949000	A$ 21,170,087,000s	13,988,118,821s	101	+ 25
77	Bank Melli Iran, Tehran (c)	Iran	19,591,587,200	0.011800	0 1,660,304,000,000	11,901,525,783	113	+ 36
78	Banque Bruxelles Lambert, Brussels (e)	Belgium	19,535,283,365s	0.020400	BF 957,611,929,662s	20,875,282,927s	72	
79	Banque Indosuez, Paris	France	19,127,753,168s	0.146000	FF 131,012,008,000s	17,227,992,496s	85	+ 6
80	Banco Central, Madrid	Spain	18,795,457,279s	0.007980	SP 2,355,320,461,000s	17,895,361,192s	80	
81	Creditanstalt-Bankverein, Vienna	Austria	18,677,514,840s	0.059900	AS 311,811,600,000s	17,498,643,240s	82	+ 1
82	Crocker National Bank, San Francisco	United States	18,334,746,000t	.....	.....	16,516,627,000t	90	+ 8
83	Bayerische Hypotheken-und Wechsel-Bank, Munich	Germany	18,320,634,437s	0.413000	DM 44,359,889,679s	20,496,522,067s	75v	
84	State Bank of India, Bombay	India	18,281,567,400s	0.103800	InR 176,123,000,000s	16,495,575,049s	91	+ 7
85	Wells Fargo Bank NA, San Francisco	United States	18,065,044,000	.....	.....	17,226,213,000	86	+ 1
86	Commonwealth Banking Corp., Sydney (f)	Australia	17,567,743,145s	1.021600	A$ 17,196,303,000s	18,288,493,920s	77	
87	Rafidain Bank, Baghdad	Iraq	17,352,274,111	3.360000	ID 5,164,367,295	15,840,940,000	93	+ 6
88	Kredietbank International Group, Brussels (c)	Belgium	17,345,073,400s	0.020200	BF 858,667,000,000s	18,780,632,750s	76	
89	Groupe Des Banques Populaires, Paris	France	17,198,508,000s	0.146000	FF 117,798,000,000s	18,191,608,200s	78	
90	Bank of Yokohama, Ltd. (e)	Japan	16,936,957,278u	0.003722	Y 4,550,499,000,000u	16,786,326,564s	89	
91	Deutsche Genossenschaftsbank, Frankfurt	Germany	16,889,837,301s	0.413000	DM 40,895,489,832s	17,089,977,600s	88	
92	Banco Espanol de Credito, Madrid	Spain	16,716,903,000s	0.007980	SP 2,094,850,000,000s	17,862,599,250s	81	
93	Hokkaido Takushoku Bank, Ltd., Sapporo (e)	Japan	16,652,946,346s	0.003722	Y 4,474,193,000,000s	15,465,070,512u	97	+ 4
94	Bank Hapoalim, Tel-Aviv	Israel	16,500,650,067s	0.033000	IS 500,019,699,000s	13,441,976,508s	102	+ 8
95	Australia & New Zealand Banking Group, Ltd., Melbourne (e)	Australia	16,266,408,522s	0.949000	A$ 17,140,578,000s	15,668,106,389s	96	+ 1
96	Skandinaviska Enskilda Banken, Stockholm	Sweden	16,221,210,000s	0.138000	SK 117,545,000,000s	18,823,549,500s	75	
97	First Interstate Bank of California, Los Angeles	United States	15,950,069,000	.....	.....	14,556,481,000	98	+ 1
98	Banco di Napoli, Naples	Italy	15,811,684,413u	0.000725	L 21,809,219,880,090u	15,763,589,594u	95	
99	Banco Hispano-Americano, Madrid	Spain	15,310,651,440s	0.007980	SP 1,918,628,000,000s	13,087,719,900s	105	+ 6
100	Marine Midland Bank NA, Buffalo, N.Y.	United States	15,286,733,000t	.....	.....	14,188,360,000t	100	

(a)—Consolidated deposits, if available are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d)—Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f)—Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r)—Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated deposits, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, deposits of these banks are not included in total deposits of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z)—Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A.—Not available.

500 Largest Banks in the World — Nos. 101 to 200

U.S. AND OVERSEAS COMMERCIAL BANKS RANKED BY SIZE OF DEPOSITS (a)

Compiled by American Banker Copyright 1983

World Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	December 31, 1982, or Nearest Fiscal Year-end (b) Deposits in U.S. Dollars	Rate of Exch. in U.S. Dollars(n)	Deposits in Nation's Currency(p)	12/31/81 (d) Deposits in U.S. Dollars	Rank 12/31/81	Gain in Rank
101	Banque Paribas, Paris	France	15,202,104,000u	0.146000	FF 104,124,000,000u	13,366,249,800u	104	+ 3
102	Post-Och Kreditbanken, Stockholm	Sweden	14,341,236,000s	0.138000	SK 103,922,000,000s	15,832,910,700s	94	
103	National Bank of Canada, Montreal	Canada	13,787,700,872s	0.815600	C$ 16,904,979,000s	14,470,533,632s	99	
104	Banco de Bilbao	Spain	13,572,495,720s	0.007980	SP 1,700,814,000,000s	12,552,148,800s	108	+ 4
105	Chuo Trust & Banking Co., Ltd., Tokyo (e)	Japan	13,206,389,234	0.003722	Y 3,548,197,000,000	11,299,684,824	118	+ 13
106	National Commercial Bank, Jeddah	Saudi Arabia	13,156,941,622	0.290000	SAR 45,368,764,214	9,547,012,924	130	+ 24
107	Bank Saderat Iran, Tehran (c)	Iran	13,076,232,140s	0.014400	Ri 908,071,676,399s	7,179,421,488s	161	+ 54
108	Mellon Bank NA, Pittsburgh	United States	12,891,198,000	.....	.....	12,498,583,000	109	+ 1
109	Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	Germany	12,805,891,000s	0.413000	DM 31,007,000,000s	13,040,236,800s	107	
110	Svenska Handelsbanken, Stockholm	Sweden	12,714,354,000s	0.138000	SK 92,133,000,000s	15,972,384,600s	92	
111	National Commercial Banking Corp. of Australia Ltd., Melbourne (e)	Australia	12,653,150,809s	0.949000	A$ 13,333,141,000s	7,904,380,975s	152	+ 41
112	Banco di Sicilia, Palermo	Italy	12,512,606,075	0.000725	L 17,258,767,000,000	11,828,426,146	114	+ 2
113	Landesbank Rheinland-Pfalz Girozentrale, Mainz	Germany	12,457,265,310s	0.413000	DM 30,162,870,000s	13,372,878,902s	103	
114	Irving Trust Co., New York	United States	12,435,442,000	.....	.....	12,381,224,000	111	
115	National Bank of Greece, Athens	Greece	12,404,855,700s	0.014100	GD 879,777,000,000s	11,912,681,750s	112	
116	Credit Commercial de France, Paris	France	12,096,043,498s	0.146000	FF 82,849,613,000s	12,444,882,000s	110	
117	Banca Nazionale dell'Agricoltura, Rome	Italy	11,468,175,425u	0.000725	L 15,818,173,000,000u	11,626,346,636u	117	
118	First National Bank, Boston	United States	10,960,124,000	.....	.....	10,490,450,000	121	+ 3
119	Israel Discount Bank, Ltd., Tel-Aviv	Israel	10,846,322,883s	0.033000	IS 328,676,451,000s	9,002,398,183s	137	+ 18
120	Chiba Bank, Ltd. (e)	Japan	10,573,803,746	0.003722	Y 2,840,893,000,000	10,858,695,408	120	
121	Girozentrale und Bank der Osterreichischen Sparkassen, Vienna	Austria	10,444,763,000u	0.059900	AS 174,370,000,000u	10,233,049,200u	124	+ 3
122	Hamburgische Landesbank-Girozentrale, Hamburg	Germany	10,191,509,355	0.413000	DM 24,676,778,099	9,805,141,348	128	+ 6
123	Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart	Germany	10,104,786,443	0.413000	DM 24,466,795,262	10,940,531,458u	119	
124	Oesterreichische Laenderbank, Vienna	Austria	10,077,318,430s	0.059900	AS 168,235,700,000s	9,921,708,120s	126	+ 2
125	Joyo Bank, Ltd., Mito (e)	Japan	9,900,881,034	0.003722	Y 2,660,097,000,000	10,306,809,036	122	
126	Banco Exterior de Espana, Madrid	Spain	9,823,364,040s	0.007980	SP 1,230,998,000,000s	11,747,767,500s	115	
127	Hokuriku Bank Ltd., Toyama (e)	Japan	9,819,529,280	0.003722	Y 2,638,240,000,000	9,966,860,694	125	
128	Shizuoka Bank Ltd. (e)	Japan	9,678,283,102	0.003722	Y 2,600,291,000,000	10,262,928,636	123	
129	Bank of Seoul and Trust Co	Korea	9,554,350,337	0.001310	KW 7,293,397,204,000	6,813,277,699	168	+ 39
130	Banco de Santander	Spain	9,480,097,307s	0.007980	SP 1,187,982,118,734s	8,301,710,970s	144	+ 14
131	Landesbank Schleswig-Holstein Girozentrale, Kiel	Germany	9,398,248,466u	0.413000	DM 22,756,049,555u	9,858,508,119u	127	
132	Deutsche Bank Compagnie Financiere Luxembourg (e)	Luxembourg	9,389,487,020t	0.021000	LF 447,118,429,541t	9,148,022,000t	135	+ 3
133	Standard Bank, Ltd., London	United Kingdom	9,259,640,940t	1.610000	P 5,751,454,000t	9,345,508,424t	132	
134	Banco de Vizcaya, Bilbao	Spain	9,206,318,520s	0.007980	SP 1,153,674,000,000s	9,770,507,040s	129	
135	Banque Populaire Suisse, Berne	Switzerland	9,010,540,190s	0.498000	SF 18,093,454,196s	8,271,389,928	146	+ 11
136	Banca Popolare di Novara	Italy	8,909,966,231	0.000725	L 12,289,608,595,170	9,079,735,184	136	
137	Bank of New York	United States	8,874,136,241	.....	.....	8,080,264,605	150	+ 13
138	Badische Kommunale Landesbank-Girozentrale, Mannheim	Germany	8,812,125,276u	0.413000	DM 21,336,865,074u	9,425,384,220u	131	
139	Arab Bank Ltd., Amman	Jordan	8,810,385,007s	2.780000	JD 3,169,203,240s	8,280,079,854	145	+ 6
140	Banque Francaise du Commerce Exterieur, Paris	France	8,799,586,878	0.146000	FF 60,271,143,000	6,140,030,179	180	+ 40
141	Barclays National Bank Ltd., Johannesburg	South Africa	8,778,302,028st	0.932000	SR 9,418,779,000st	7,462,624,156st	159	+ 18
142	Ashikaga Bank, Ltd., Utsunomiya (e)	Japan	8,676,465,860	0.003722	Y 2,331,130,000,000	9,202,296,348	134	
143	Commonwealth Trading Bank of Australia, Sydney (f)	Australia	8,594,031,220t	1.021600	A$ 8,412,325,000t	8,868,279,926t	138	
144	Credit Industriel et Commercial, Paris (h)	France	8,553,859,826	0.146000	FF 58,588,081,000	8,438,380,662	142	
145	Compagnie Luxembourgeoise de la Dresdner Banque	Luxembourg	8,513,700,000t	0.020000	LF 425,685,000,000t	9,228,639,000t	133	
146	Seattle-First National Bank	United States	8,215,778,000	.....	.....	8,131,220,000	148	+ 2
147	Berliner Bank, Berlin	Germany	8,185,289,791s	0.413000	DM 19,819,103,609s	8,020,460,795s	151	+ 4
148	Bank of Fukuoka, Ltd. (e)	Japan	8,156,364,746	0.003722	Y 2,191,393,000,000	8,648,254,674	139	
149	Bank of Hiroshima, Ltd. (e)	Japan	8,014,173,180	0.003722	Y 2,153,190,000,000	8,545,234,680	141	
150	Banco di Santo Spirito, Rome	Italy	7,973,099,342s	0.000725	L 10,997,378,402,100s	7,593,162,414s	156	+ 6
151	First City National Bank, Houston	United States	7,908,839,000	.....	.....	6,762,474,000	169	+ 18
152	InterFirst Bank Dallas NA	United States	7,886,254,000	.....	.....	7,544,952,000	157	+ 5
153	Societe Nationale de Credit a l'Industrie, Brussels	Belgium	7,885,916,998	0.021300	BF 370,230,844,982	8,387,544,377	143	
154	RepublicBank Dallas NA	United States	7,878,961,000	.....	.....	7,130,456,000	162	+ 8
155	Gunma Bank, Ltd., Maebashi (e)	Japan	7,708,135,452	0.003722	Y 2,070,966,000,000	7,790,225,076	153	
156	Hachijuni Bank, Ltd., Nagano (e)	Japan	7,706,337,726	0.003722	Y 2,070,483,000,000	7 677,138,402	154	
157	Banco Popular Espanol, Madrid	Spain	7,629,606,180s	0.007980	SP 956,091,000,000s	8,110,746,450s	149	
158	Chartered Bank, London	United Kingdom	7,609,463,750t	1.610000	P 4,726,375,000t	6,679,609,016t	172	+ 14
159	Bremer Landesbank und Staatliche Kreditanstalt, Bremen	Germany	7,501,319,000	0.413000	DM 18,163,000,000	6,814,352,693	167	+ 8
160	Grindlays Bank Ltd., London	United Kingdom	7,461,211,730s	1.610000	P 4,634,293,000s	8,141,084,000s	147	
161	Allied Irish Banks Ltd., Dublin	Ireland	7,446,000,000s	1.360000	IP 5,475,000,000s	6,702,862,000	171	+ 10
162	National Bank of Kuwait	Kuwait	7,426,980,000	3.410000	KD 2,178,000,000	6,555,895,141u	175	+ 13
163	National Bank of Detroit	United States	7,342,643,000	.....	.....	7,536,248,000	158	
164	Royal Bank of Scotland Plc, Edinburgh (e)	United Kingdom	7,235,059,000s	1.690000	P 4,281,100,000s	7,062,452,100s	164	
165	Udruzena Beogradska Banka, Belgrade	Yugoslavia	7,043,382,000	0.018000	YD 391,299,000,000	7,664,733,000	155	
166	Credit du Nord, Lille	France	7,041,671,834s	0.146000	FF 48,230,629,000s	7,324,179,600s	160	
167	Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	Germany	6,978,048,000	0.413000	DM 16,896,000,000	6,730,372,800	170	+ 3
168	Republic National Bank, New York	United States	6,925,592,000	.....	.....	5,313,908,922	208	+ 40
169	Texas Commerce Bank NA, Houston	United States	6,834,611,000	.....	.....	5,819,287,000	189	+ 20
170	Bank of Scotland, Edinburgh	United Kingdom	6,791,800,000s	1.450000	P 4,684,000,000s	6,897,254,000s	166	
171	Arab Banking Corp., Manama	Bahrain	6,706,470,000s	.....	.....	3,769,000,000	282	+111
172	Bank of Ireland, Dublin	Ireland	6,700,720,000s	1.360000	IP 4,927,000,000s	6,664,009,000s	173	+ 1
173	Union Bank of Finland, Ltd., Helsinki	Finland	6,629,700,440s	0.189200	FM 35,040,700,000s	6,644,713,500s	174	+ 1
174	Williams and Glyns Bank Plc, London (e)	United Kingdom	6,533,371,000s	1.690000	P 3,865,900,000s	5,726,761,200s	195	+ 21
175	Bank of Taiwan, Taipei	Taiwan	6,491,405,803u	0.024800	T$ 261,750,234,000u	6,045,911,987s	182	+ 7
176	Bank Bumiputra Malaysia Berhad, Kuala Lumpur	Malaysia	6,422,978,000s	0.429200	M$ 14,965,000,000s	5,444,749,253s	202	+ 26
177	Ljubljanska Banka, Ljubljana	Yugoslavia	6,399,933,282s	0.018000	YD 355,551,849,000s	7,087,227,462s	163	
178	Banca Popolare di Milano, Milan	Italy	6,362,832,675s	0.000725	L 8,776,320,931,195s	5,773,640,585s	194	+ 16
179	Genossenschaftliche Zentralbank, Vienna	Austria	6,257,273,800u	0.059900	AS 104,462,000,000u	5,816,919,600u	190	+ 11
180	NCNB National Bank of North Carolina, Charlotte	United States	6,101,833,000	.....	.....	5,232,583,000	211	+ 31
181	Nishinippon Sogo Bank, Ltd., Fukuoka (e)	Japan	6,040,284,920	0.003722	Y 1,622,860,000,000	6,521,784,678	...	
182	Hang Seng Bank Ltd., Hong Kong	Hong Kong	5,981,714,200st	0.154000	H$ 38,842,300,000st	5,314,289,615st	207	+ 25
183	Commerzbank International, Luxembourg	Luxembourg	5,976,883,423t	0.021000	LF 284,613,496,322t	6,419,741,079t	178	
184	Yamaguchi Bank, Ltd., Shimonoseki (e)	Japan	5,905,142,822	0.003722	Y 1,586,551,000,000	6,421,031,838	177	
185	Bank fuer Arbeit und Wirtschaft, Vienna	Austria	5,892,097,006u	0.059900	AS 98,365,559,371u	5,247,719,289u	210	+ 25
186	Chugoku Bank, Ltd., Okayama (e)	Japan	5,845,631,764	0.003722	Y 1,570,562,000,000	6,214,375,799	179	
187	Danske Bank, Copenhagen	Denmark	5,805,560,950s	0.119500	DK 48,582,100,000s	5,650,971,890s	198	+ 11
188	Nippon Trust & Banking Co., Ltd., Tokyo (e)	Japan	5,784,576,076	0.003722	Y 1,554,158,000,000	6,060,980,250	181	
189	Kansallis-Osake Pankki, Helsinki	Finland	5,738,653,594s	0.189200	FM 30,331,150,076s	5,913,936,787s	185	
190	American Express International Banking Corp., New York (y)	United States	5,723,000,000s	.....	.....	5,336,000,000s	205	+ 15
191	Hokkaido Bank, Ltd., Sapporo (e)	Japan	5,709,849,482	0.003722	Y 1,534,081,000,000	5,975,684,496	183	
192	Shichijushichi Bank, Ltd., Sendai (e)	Japan	5,682,987,808	0.003722	Y 1,526,864,000,000	5,781,475,008	191	
193	Copenhagen Handelsbank	Denmark	5,676,835,431s	0.119500	DK 47,504,899,000s	5,779,163,681s	192	
194	Commercial Bank of Kuwait	Kuwait	5,674,345,710	3.410000	KD 1,664,031,000	4,423,095,480	246	+ 52
195	Gulf Bank, Kuwait	Kuwait	5,673,207,732	3.410000	KD 1,663,697,282	5,035,721,639	220	+ 25
196	National Bank of Abu Dhabi	United Arab Emirates	5,666,989,400s	0.271000	UD 20,911,400,000s	5,155,488,000s	215	+ 19
197	Bangkok Bank, Ltd	Thailand	5,612,561,655	0.044000	TB 127,558,219,432	4,724,572,762	232	+ 35
198	Gulf International Bank B.S.C., Manama	Bahrain	5,585,603,760	2.640000	BaD 2,115,759,000	4,131,169,800	258	+ 60
199	Sudwestdeutsche Genossenschafts-Zentralbank, Karlsruhe	Germany	5,575,175,737	0.413000	DM 13,499,214,860	5,060,371,328	218	+ 19
200	Southeast Bank NA, Miami	United States	5,554,736,000	.....	.....	5,008,198,000	222	+ 22

(a)—Consolidated deposits, if available are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d) —Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f) —Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r) —Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated deposits, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, deposits of these banks are not included in total deposits of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z) —Incoorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A. —Not available.

500 Largest Banks in the World — Nos. 201 to 300

U.S. AND OVERSEAS COMMERCIAL BANKS RANKED BY SIZE OF DEPOSITS (a)

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World Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	December 31, 1982, or Nearest Fiscal Year-end (b) Deposits in U.S. Dollars	Rate of Exch. in U.S. Dollars(n)	Deposits in Nation's Currency(p)	12/31/81 (d) Deposits in U.S. Dollars	Rank 12/31/81	Gain in Rank
201	Valley National Bank of Arizona, Phoenix	United States	5,530,945,000	.....	.....	5,027,360,000	221	+ 20
202	Bank of Kyoto, Ltd. (e)	Japan	5,519,156,534	0.003722	Y 1,482,847,000,000	5,776,988,022	193	
203	Riyad Bank Ltd., Jeddah	Saudi Arabia	5,510,970,547u	0.289000	SAR 19,069,102,239u	5,228,346,904u	212	+ 9
204	Union Bank, Los Angeles	United States	5,436,326,000	.....	.....	5,206,310,000t	214	+ 10
205	Daishi Bank, Ltd., Niigata (e)	Japan	5,422,284,040	0.003722	Y 1,456,820,000,000	5,834,389,608	188	
206	Iyo Bank, Ltd., Matsuyama (e)	Japan	5,369,107,826	0.003722	Y 1,442,533,000,000	5,658,145,272	197	
207	Norddeutsche Genossenschaftsbank, Hannover	Germany	5,366,536,951s	0.413000	DM 12,994,036,200s	.....	...	
208	Nedbank Ltd., Johannesburg (e)	South Africa	5,244,079,454s	0.866000	SR 6,055,519,000s	4,221,591,942s	252	+ 44
209	Nanto Bank, Ltd., Nara (e)	Japan	5,225,055,260	0.003722	Y 1,403,830,000,000	5,507,235,414	201	
210	National Bank of North America, New York	United States	5,218,623,000t	.....	.....	4,725,764,000t	231	+ 21
211	Jugobanka-United Bank, Belgrade	Yugoslavia	5,163,241,482	0.018000	YD 286,846,749,000	5,690,041,560	196	
212	Credito Romagnolo, Bologna	Italy	5,157,045,330u	0.000725	L 7,113,165,972,015u	4,750,068,430	229	+ 17
213	Standard Bank of South Africa Ltd., Johannesburg	South Africa	5,146,209,488	0.932000	SR 5,521,684,000	5,290,773,939	209	
214	Union de Banques Arabes et Francaises, Neuilly	France	5,134,838,191	0.146000	FF 35,170,124,593	4,595,108,921	238	+ 24
215	Hyakujushi Bank, Ltd., Takamatsu (e)	Japan	5,121,646,934	0.003722	Y 1,376,047,000,000	5,379,767,154	204	
216	Banca Toscana, Florence	Italy	5,053,939,369t	0.000725	L 6,970,950,853,481t	4,833,188,124t	227	+ 11
217	Norkse Creditbank, Oslo	Norway	5,044,970,700s	0.141900	NK 35,553,000,000s	5,218,091,745s	213	
218	Berliner Handels und-Frankfurter Bank, Frankfurt	Germany	5,029,514,000s	0.413000	DM 12,178,000,000s	5,472,997,920s	202v	
219	Banco Brasileiro de Descontos, Osasco	Brazil	5,011,564,781s	0.003980	BC 1,259,187,131,000s	5,075,356,390s	216	
220	Banco de la Nacion Argentina, Buenos Aires	Argentina	4,981,301,613	0.000023	AP 216,578,331,000,000	6,938,640,700	165	
221	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	United States	4,940,353,358	.....	.....	4,490,414,717	243	+ 22
222	Nederlandse Credietbank, Amsterdam	Netherlands	4,931,962,932s	0.381200	G 12,937,993,000s	5,838,827,970s	187	
223	Societe Generale Alsacienne de Banque, Strasbourg	France	4,924,851,852s	0.146000	FF 33,731,862,000s	5,317,240,120s	206	
224	Bayerische Raiffeisen-Zentralbank, Munich	Germany	4,900,245,000	0.413000	DM 11,865,000,000	4,709,073,600	234	+ 10
225	Shiga Bank, Ltd., Otsu (e)	Japan	4,646,341,760	0.003722	Y 1,302,080,000,000	5,068,019,231	217	
226	Pittsburgh National Bank	United States	4,795,893,000	.....	.....	4,441,283,330	245	+ 19
227	Caisse Centrale des Banques Populaires, Paris	France	4,776,183,986t	0.146000	FF 32,713,588,944t	5,870,133,207t	186	
228	Landesgirokasse, Stuttgart	Germany	4,743,919,131	0.413000	DM 11,486,486,999	4,938,939,759u	224	
229	Kleinwort, Benson, Lonsdale Plc, London	United Kingdom	4,740,722,280s	1.610000	P 2,944,548,000s	4,722,395,856s	233	+ 4
230	Harris Trust & Savings Bank, Chicago	United States	4,727,252,000	.....	.....	4,574,817,000	239	+ 9
231	Vereins-und Westbank, Hamburg	Germany	4,705,205,765s	0.413000	DM 11,392,750,036s	4,637,766,824s	236	+ 5
232	Juroku Bank, Ltd., Gifu (e)	Japan	4,544,963,976	0.003722	Y 1,221,108,000,000	4,775,693,220	228	
233	Alahli Bank of Kuwait	Kuwait	4,538,737,215	3.410000	KD 1,331,007,981	4,245,735,823	251	+ 18
234	Bank Negara Indonesia 1946, Jakarta	Indonesia	4,455,079,846	0.001470	IR 3,030,666,562,000	3,871,374,552	270	+ 36
235	Kiyo Bank, Ltd., Wakayama (e)	Japan	4,439,482,496	0.003722	Y 1,192,768,000,000	4,746,224,520	230	
236	Hyakugo Bank, Ltd., Tsu (e)	Japan	4,434,059,542	0.003722	Y 1,191,311,000,000	4,673,520,720	235	
237	Bancomer, Mexico City	Mexico	4,421,232,628u	0.006160	MP 717,732,569,448u	17,372,681,155u	84	
238	Bank of Baroda, Bombay	India	4,413,023,656u	0.103800	InR 42,514,678,768u	4,074,004,658u	260	+ 22
239	Tokyo Sogo Bank, Ltd. (e)	Japan	4,350,039,114	0.003722	Y 1,168,737,000,000	4,824,331,632	...	
240	BancOhio National Bank, Columbus	United States	4,334,176,000	.....	.....	4,009,985,000	263	+ 23
241	United Bank for Africa Ltd., Lagos	Nigeria	4,321,653,000u	1.470000	NN 2,939,900,000u	4,013,462,250	262	+ 21
242	Comerica Bank-Detroit	United States	4,315,387,000	.....	.....	3,822,523,000	274	+ 32
243	Banque Commerciale pour l'Europe du Nord, Paris	France	4,314,042,710	0.146000	FF 29,548,237,738	5,576,399,245	200	
244	Banco Nacional de Mexico, Mexico City	Mexico	4,269,066,901u	0.006160	MP 693,030,341,000u	13,066,088,872u	106	
245	Rainier National Bank, Seattle	United States	4,261,717,794	.....	.....	4,319,135,000	249	+ 4
246	Suruga Bank, Ltd., Numazu (e)	Japan	4,253,799,360	0.003722	Y 1,142,880,000,000	4,849,739,244	225	
247	Bank of India, Bombay	India	4,226,504,003	0.103800	InR 40,717,764,960	3,883,003,980	268	+ 21
248	Korea Exchange Bank, Seoul	Korea	4,195,982,400s	0.001310	KW 3,203,040,000,000s	3,774,313,160u	281	+ 33
249	Philadelphia National Bank	United States	4,191,780,000	.....	.....	4,410,424,000	247	
250	Christiania Bank og Kreditkasse, Oslo	Norway	4,177,742,748s	0.141900	NK 29,441,457,000s	4,389,816,900s	248	
251	West LB International, Luxembourg	Luxembourg	4,174,728,348t	0.021000	LF 198,796,587,985t	4,543,505,738t	240	
252	AmeriTrust Co., Cleveland	United States	4,164,729,000	.....	.....	3,741,667,000	283	+ 31
253	Postipankki, Helsinki	Finland	4,132,582,080s	0.189200	FM 21,842,400,000s	3,778,330,146u	278	+ 25
254	Hyogo Sogo Bank, Ltd., Kobe (e)	Japan	4,130,493,222	0.003722	Y 1,109,751,000,000	4,559,771,538	...	
255	Kinki Sogo Bank, Ltd., Osaka (e)	Japan	4,127,400,240	0.003722	Y 1,108,920,000,000	4,490,109,252	...	
256	Cooperative Bank of Taiwan, Taipei	Taiwan	4,125,724,305	0.024800	T$ 166,359,850,990	3,410,351,494	305	+ 49
257	Hokkoku Bank, Ltd., Kanazawa (e)	Japan	4,103,601,772	0.003722	Y 1,102,526,000,000	4,480,330,806	244	
258	Northern Trust Co., Chicago	United States	4,100,789,000	.....	.....	4,318,122,000	250	
259	Punjab National Bank, New Delhi	India	4,087,803,035	0.103800	InR 39,381,532,127	3,706,708,433	285	+ 26
260	Bank Mees & Hope, Amsterdam	Netherlands	4,087,340,760st	0.381200	G 10,722,300,000st	5,426,122,387s	203	
261	Union Bank of Nigeria Ltd., Lagos (e)	Nigeria	4,081,220,000	1.430000	NN 2,854,000,000	3,523,785,600	298	+ 37
262	First Bank of Nigeria Ltd., Lagos	Nigeria	4,078,072,000	1.460000	NN 2,793,200,000	3,551,443,620	296	+ 34
263	Bank Leu, Ltd., Zurich	Switzerland	4,075,605,705u	0.498000	SF 8,183,947,199u	4,187,146,476u	254	
264	Lombard North Central Plc, London (e)	United Kingdom	4,070,703,000st	1.690000	P 2,408,700,000st	.....	...	
265	United States National Bank of Oregon, Portland	United States	4,051,069,000	.....	.....	3,929,451,000	266	+ 1
266	Istituto Bancario Italiano, Milan	Italy	4,036,459,791	0.000725	L 5,567,530,746,075	4,959,274,462	223	
267	National Bank of Egypt, Cairo (f)	Egypt	4,033,800,000u	1.215000	EP 3,320,000,000u	4,516,460,000u	241	
268	Commercial Bank of Australia, Ltd., Melbourne (c,e)	Australia	4,024,583,732t	0.949000	A$ 4,240,868,000t	5,596,494,080s	199	
269	Central Bank of India, Bombay (c)	India	4,008,378,161	0.103800	InR 38,616,359,929	3,586,866,474	290	+ 21
270	Banque Misr, Cairo (f)	Egypt	4,007,410,200u	1.215000	EP 3,298,280,000u	3,435,564,833u	303	+ 33
271	First Interstate Bank of Oregon NA, Portland	United States	3,993,327,000	.....	.....	3,668,876,000	287	+ 16
272	Higo Bank, Ltd., Kumamoto (e)	Japan	3,989,734,626	0.003722	Y 1,071,933,000,000	4,190,664,240	253	
273	Nagoya Sogo Bank, Ltd. (e)	Japan	3,963,347,246	0.003722	Y 1,064,843,430,000	4,061,483,784	...	
274	Citizens & Southern National Bank, Atlanta	United States	3,928,721,000	.....	.....	3,259,345,000	318	+ 44
275	Bank Bumi Daya, Jakarta	Indonesia	3,911,879,696	0.001470	IR 2,661,142,650,000	3,970,045,560	264	
276	Shikoku Bank, Ltd., Kochi (e)	Japan	3,841,590,372	0.003722	Y 1,032,130,675,000	3,934,686,636	265	
277	Banque Internationale a Luxembourg	Luxembourg	3,841,496,757	0.021000	LF 182,928,417,000	5,038,130,957s	219	
278	Kofuku Sogo Bank, Ltd., Osaka (e)	Japan	3,831,828,776	0.003722	Y 1,029,508,000,000	3,981,371,940	...	
279	Banque Worms, Paris	France	3,831,826,648u	0.146000	FF 26,245,388,000u	4,165,412,056u	256	
280	Bankhaus Sal. Oppenheim jr. & Cie., Cologne	Germany	3,816,595,045s	0.413000	DM 9,241,150,229s	.....	...	
281	Fukui Bank, Ltd. (e)	Japan	3,816,125,658	0.003722	Y 1,025,289,000,000	3,681,126,756	286	+ 5
282	Banco Portugues do Atlantico, Oporto	Portugal	3,807,361,104s	0.011300	PE 336,934,611,000s	3,833,488,469	273	
283	Hanil Bank Ltd., Seoul	Korea	3,802,536,636u	0.001310	KW 2,902,699,722,000u	3,442,458,062	302	+ 19
284	Fukuoka Sogo Bank, Ltd. (e)	Japan	3,799,551,592	0.003722	Y 1,020,836,000,000	3,896,433,252	...	
285	Privatbanken, Copenhagen	Denmark	3,755,048,500s	0.119500	DK 31,423,000,000s	4,086,738,800s	259	
286	Bank of New Zealand, Ltd., Wellington (g)	New Zealand	3,746,532,044s	0.766000	N$ 4,891,034,000s	3,732,990,541s	...	
287	Saudi International Bank, London	United Kingdom	3,742,841,060s	1.610000	P 2,324,746,000s	3,584,437,472s	291	+ 4
288	Union Bank of Switzerland (Luxembourg)	Luxembourg	3,726,680,167t	0.498000	SF 7,483,293,508t	3,246,571,906t	320	+ 32
289	Bank Dagang Negara, Jakarta	Indonesia	3,721,751,007	0.001470	IR 2,531,803,406,000	2,165,136,390	439	+150
290	First Union National Bank, Charlotte, N.C.	United States	3,707,503,000	.....	.....	3,335,708,000	306	+ 16
291	Connecticut Bank & Trust Co. NA, Hartford	United States	3,694,611,000	.....	.....	816,558,000	759	+468
292	Ogaki-Kyoritsu Bank, Ltd., Ogaki (e)	Japan	3,684,776,278	0.003722	Y 989,999,000,000	3,860,838,504u	271	
293	Commercial Bank of Korea Ltd., Seoul	Korea	3,675,961,103	0.001310	KW 2,806,077,178,000	3,567,111,868	293	
294	Banque Generale du Luxembourg	Luxembourg	3,664,870,805	0.021000	LF 174,517,657,358	3,779,574,021	277	
295	BFG Luxembourg	Luxembourg	3,661,872,336tu	0.021000	LF 174,374,873,165tu	4,620,084,068tu	237	
296	Banque Cantonale de Berne	Switzerland	3,661,583,083	0.498000	SF 7,352,576,472	3,872,169,372	269	
297	First Interstate Bank of Arizona NA, Phoenix	United States	3,622,580,000	.....	.....	3,325,466,000	309	+ 12
298	European American Bank & Trust Co., New York	United States	3,619,417,000	.....	.....	3,140,862,000	330	+ 32
299	Volkskas, Ltd., Pretoria	South Africa	3,613,803,497s	0.912800	SR 3,959,031,000s	3,775,621,879	280	
300	Banco do Estado de Sao Paulo	Brazil	3,584,728,405	0.003980	BC 900,685,529,000	4,151,063,153	257	

(a)—Consolidated deposits, if available are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d) —Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f) —Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r) —Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated deposits, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, deposits of these banks are not included in total deposits of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z) —Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A. —Not available.

500 Largest Banks in the World — Nos. 301 to 400

U.S. AND OVERSEAS COMMERCIAL BANKS RANKED BY SIZE OF DEPOSITS (a)

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World Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	December 31, 1982, or Nearest Fiscal Year-end (b) Deposits in U.S. Dollars	Rate of Exch. in U.S. Dollars(n)	Deposits in Nation's Currency(p)	12/31/81 (d) Deposits in U.S. Dollars	Rank 12/31/81	Gain in Rank
301	Heiwa Sogo Bank, Ltd., Tokyo (e)	Japan	3,584,516,764	0.003722	Y 963,062,000,000	3,775,164,174	...	
302	California First Bank, San Francisco	United States	3,576,149,000t	.....	.....	3,496,975,000t	299	
303	First National Bank, Minneapolis	United States	3,575,182,000	.....	.....	3,173,563,000	326	+ 23
304	Bayerische Landesbank International, Luxembourg (e)	Luxembourg	3,556,345,354t	0.021000	LF 169,445,016,847t	3,325,594,670t	308	+ 4
305	First Pennsylvania Bank NA, Philadelphia	United States	3,539,863,000	.....	.....	3,560,527,000	295	
306	Malayan Banking Berhad, Kuala Lumpur (f)	Malaysia	3,539,208,904s	0.423200	M$ 8,362,970,000s	2,944,161,000s	353	+ 47
307	Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown	Cayman Islands	3,520,350,238	.....	.....	3,006,039,258s	343	+ 36
308	United Virginia Bank, Richmond	United States	3,518,611,000	.....	.....	2,974,673,000	350	+ 42
309	Bank of Tokyo Trust Co., New York	United States	3,506,813,027t	.....	.....	3,254,861,074t	319	+ 10
310	United Mizrahi Bank Ltd., Tel-Aviv	Israel	3,489,852,300s	0.033000	IS 105,753,100,000s	2,703,288,737s	371	+ 61
311	Hambros Bank Ltd., London	United Kingdom	3,478,625,467s	1.482500	P 2,346,459,000s	3,217,013,220s	322	+ 11
312	Commercial Banking Co. of Sydney, Ltd. (c,e)	Australia	3,462,101,942t	0.949000	A$ 3,648,158,000t	4,841,380,947s	226	
313	Sparbankernas Bank, Stockholm	Sweden	3,456,072,000s	0.138000	SK 25,044,000,000s	3,900,565,800s	267	
314	Manufacturers National Bank, Detroit	United States	3,424,475,000	.....	.....	3,492,007,000	300	
315	Kagoshima Bank, Ltd. (e)	Japan	3,408,678,318	0.003722	Y 915,819,000,000	3,653,542,332	288	
316	Banca Catalana, Barcelona	Spain	3,387,291,547s	0.007980	SP 424,472,624,975s	2,121,529,431s	449	+133
317	Toho Bank, Ltd., Fukushima (e)	Japan	3,371,834,240	0.003722	Y 905,920,000,000	3,613,094,928	289	
318	Genossenschaftliche Zentralbank, Stuttgart	Germany	3,356,492,300	0.413000	DM 8,127,100,000	3,118,282,560	333	+ 15
319	Bank fuer Handel und Industrie, Berlin	Germany	3,326,254,104tu	0.413000	DM 8,053,884,028tu	3,303,941,828tu	312	
320	Habib Bank Ltd., Karachi	Pakistan	3,316,178,814s	0.081200	PR 40,839,640,570s	3,156,289,979s	328	+ 8
321	Banca Provinciale Lombarda, Bergamo	Italy	3,311,309,683	0.000725	L 4,567,323,700,866	3,135,690,799	331	+ 10
322	Connecticut National Bank, Hartford	United States	3,301,934,000	.....	.....	2,229,327,000	428	+106
323	Commercial Bank of Greece, Athens	Greece	3,300,569,916u	0.014100	GD 234,082,972,758u	3,190,758,156u	324	+ 1
324	Privredna Banka Sarajevo-Udruzena Banka, Sarajevo	Yugoslavia	3,295,692,000	0.018000	YD 183,094,000,000	3,563,569,485s	294	
325	Morgan Grenfell & Co. Ltd., London	United Kingdom	3,293,599,540s	1.610000	P 2,045,714,000s	2,989,844,485s	349	+ 24
326	Mercantile National Bank, Dallas	United States	3,284,189,000	.....	.....	2,683,655,000	373	+ 47
327	Cho-Heung Bank Ltd., Seoul	Korea	3,275,855,159s	0.001310	KW 2,500,652,793,000s	3,036,529,900s	340	+ 13
328	Baden-Wuerttembergische Bank, Stuttgart	Germany	3,271,511,420s	0.413000	DM 7,921,335,158s	3,330,001,440s	307	
329	Bank of Kuwait and the Middle East	Kuwait	3,268,649,921	3.410000	KD 958,548,364	2,446,437,753	399	+ 70
330	Hill, Samuel & Co., Ltd., London	United Kingdom	3,249,946,000	1.610000	P 2,018,600,000	2,920,091,500	355	+ 25
331	Oita Bank, Ltd. (e)	Japan	3,245,904,092	0.003722	Y 872,086,000,000	3,429,464,058	304	
332	Arab African International Bank, Cairo	Egypt	3,230,501,000s	.....	.....	2,626,465,000s	378	+ 46
333	Chuo Sogo Bank, Ltd., Nagoya (e)	Japan	3,191,495,896	0.003722	Y 857,468,000,000	3,283,475,688	...	
334	Kredietbank S.A. Luxembourgeoise, Luxembourg	Luxembourg	3,184,720,000st	0.020000	LF 159,236,000,000st	2,974,902,000st	350v	+ 16
335	Awa Bank, Ltd., Tokushima (e)	Japan	3,171,717,188	0.003722	Y 852,154,000,000	3,443,953,194	301	
336	Canara Bank, Bangalore	India	3,152,302,200	0.103800	InR 30,369,000,000	2,793,646,500	362	+ 26
337	United Overseas Bank Ltd., Singapore	Singapore	3,143,281,892s	0.474400	S$ 6,625,805,000s	2,614,553,310s	381	+ 44
338	Norwest Bank, Minneapolis	United States	3,137,712,000	.....	.....	3,279,847,000	314	
339	Tokyo Tomin Bank, Ltd. (e)	Japan	3,118,366,040	0.003722	Y 837,820,000,000	3,292,342,110	313	
340	Korea First Bank, Seoul	Korea	3,116,902,197s	0.001310	KW 2,379,314,654,000s	3,313,804,340s	311	
341	First Commercial Bank, Taipei	Taiwan	3,116,634,769	0.024800	T$ 125,670,756,810	2,813,773,560	361	+ 20
342	Virginia National Bank, Norfolk	United States	3,112,906,000	.....	.....	2,491,752,000	392	+ 50
343	Mercantile Bank of Canada, Montreal	Canada	3,103,999,877	0.815600	C$ 3,805,787,000	2,990,492,602	348	+ 5
344	European Banking Co. SA, Brussels	Belgium	3,103,393,940	0.021300	BF 145,699,246,000	3,531,235,932	297	
345	Bank of Credit & Commerce International, Luxembourg	Luxembourg	3,098,556,065	.....	.....	2,543,145,524	385	+ 40
346	Banco Lariano, Como	Italy	3,092,385,526t	0.000725	L 4,265,359,346,171t	3,026,853,064t	341	
347	Banca Cattolica del Veneto, Vicenza	Italy	3,079,802,498t	0.000725	L 4,248,003,445,972t	3,780,501,783t	276	
348	San-in Godo Bank, Ltd., Matsue (e)	Japan	3,074,759,088	0.003722	Y 826,104,000,000	3,322,245,312	310	
349	Landesbank Saar-Girozentrale, Saarbrucken	Germany	3,071,068,000u	0.413000	DM 7,436,000,000u	3,084,177,600u	338	
350	Trade Development Bank Overseas, Inc., Panama	Panama	3,063,573,877t	.....	.....	2,725,641,480	365	+ 15
351	Eighteenth Bank, Ltd., Nagasaki (e)	Japan	3,062,346,218	0.003722	Y 822,769,000,000	3,183,200,370	325	
352	Fleet National Bank, Providence, R.I.	United States	3,058,274,000	.....	.....	2,720,206,000	367	+ 15
353	Riggs National Bank, Washington, D.C.	United States	3,053,836,000	.....	.....	3,002,749,000	344	
354	Banco Itau, Sao Paulo	Brazil	3,040,454,641s	0.003980	BC 763,933,327,000s	2,928,238,466s	354	
355	Fidelity Bank, Philadelphia	United States	3,040,337,000	.....	.....	2,656,317,000	375	+ 20
356	Clydesdale Bank Plc, Glasgow	United Kingdom	3,036,086,480st	1.610000	P 1,885,768,000st	3,148,675,844tu	329	
357	Akita Bank, Ltd. (e)	Japan	3,035,171,896	0.003722	Y 815,468,000,000	3,133,926,045	332	
358	Iwate Bank, Ltd., Morioka (e)	Japan	3,033,612,378	0.003722	Y 815,049,000,000	3,237,065,712	321	
359	Lincoln First Bank NA, Rochester, N.Y.	United States	3,021,164,000	.....	.....	2,649,550,000	376	+ 17
360	Hokuyo Sogo Bank, Ltd., Sapporo (e)	Japan	3,010,286,604	0.003722	Y 808,782,000,000	3,165,261,030	...	
361	Gotabanken, Goteborg	Sweden	3,007,765,200s	0.138000	SK 21,795,400,000s	3,273,385,500s	316	
362	Banco Urquijo, Madrid	Spain	3,002,018,121	0.007980	SP 376,192,747,000	3,818,224,710	275	
363	Fukutoku Sogo Bank, Ltd., Osaka (e)	Japan	2,989,953,318	0.003722	Y 803,319,000,000	3,207,721,770	...	
364	Montagu (Samuel) & Co., Ltd., London	United Kingdom	2,971,042,480t	1.610000	P 1,845,368,000t	3,091,943,084tu	336	
365	Orion Royal Bank Ltd., London (e)	United Kingdom	2,948,226,970st	1.690000	P 1,744,513,000st	3,069,274,050st	339	
366	Nordic Bank Plc, London	United Kingdom	2,940,769,650s	1.610000	P 1,826,565,000s	3,204,471,680	323	
367	Societe Lyonnaise de Depots et de Credit Industriel, Lyons	France	2,936,790,000u	0.146000	FF 20,115,000,000u	3,841,933,200s	272	
368	Shinwa Bank, Ltd., Sasebo (e)	Japan	2,932,865,282	0.003722	Y 787,981,000,000	3,108,448,818	334	
369	Hokuetsu Bank, Ltd., Nagaoka (e)	Japan	2,928,000,628	0.003722	Y 786,674,000,000	3,101,785,020	335	
370	Vojvodjanska Banka-Udruzena Banka, Novi Sad	Yugoslavia	2,912,528,394	0.018000	YD 161,807,133,000	3,273,694,002	315	
371	Banca Popolare di Bergamo	Italy	2,907,602,350	0.000725	L 4,010,486,000,000	2,739,396,022	364	
372	Banca della Svizzera Italiana, Lugano	Switzerland	2,907,444,312s	0.498000	SF 5,838,241,591s	2,622,158,004s	379	+ 7
373	Banco Pinto & Sotto Mayor, Lisbon	Portugal	2,896,529,000u	0.011300	PE 256,330,000,000u	3,085,289,520s	337	
374	Banque Cantonale Vaudoise, Lausanne	Switzerland	2,890,123,578	0.498000	SF 5,803,461,000	3,568,995,189	292	
375	Bank of New England NA, Boston	United States	2,881,210,000	.....	.....	2,517,638,630	389	+ 14
376	Huntington National Bank, Columbus, Ohio	United States	2,875,519,000	.....	.....	2,354,686,000	413	+ 37
377	Hiroshima Sogo Bank, Ltd. (e)	Japan	2,870,537,172	0.003722	Y 771,235,135,000	3,003,217,596	...	
378	Girard Bank, Philadelphia	United States	2,860,213,000	.....	.....	3,000,483,000	345	
379	Bergen Bank	Norway	2,857,001,796u	0.141900	NK 20,133,909,765u	3,117,687,699u	334v	
380	Maryland National Bank, Baltimore	United States	2,842,731,000	.....	.....	3,159,977,000	327	
381	Israel Discount Bank of New York	United States	2,835,902,000t	.....	.....	2,173,842,332t	438	+ 57
382	Musashino Bank, Ltd., Omiya (e)	Japan	2,833,312,948	0.003722	Y 761,234,000,000	2,911,645,224	356	
383	Banque Sudameris, Paris	France	2,821,195,960s	0.146000	FF 19,323,260,000s	3,265,344,008s	317	
384	Turkiye Is Bankasi, Ankara	Turkey	2,819,654,958s	0.004800	TP 587,428,116,246s	2,621,898,761s	380	
385	Yamanashi Chuo Bank, Ltd., Kofu (e)	Japan	2,814,304,694	0.003722	Y 756,127,000,000	2,968,759,616	351	
386	National Commercial Bank, Tripoli	Libya	2,812,120,803	3.100000	LD 907,135,743	N.A.	...	
387	Chukyo Sogo Bank, Ltd., Nagoya (e)	Japan	2,810,112,136	0.003722	Y 755,000,574,000	2,757,371,202	...	
388	Aomori Bank, Ltd. (e)	Japan	2,798,285,206	0.003722	Y 751,823,000,000	3,022,615,314	342	
389	First National Bank, Atlanta	United States	2,786,923,000	.....	.....	2,267,638,000	424	+ 35
390	Bank of Osaka, Ltd. (e)	Japan	2,780,784,362	0.003722	Y 747,121,000,000	3,000,356,766	346	
391	Bank Rakjat Indonesia, Jakarta	Indonesia	2,772,648,502	0.001470	IR 1,886,155,443,772	N.A.	...	
392	Saudi American Bank, Riyadh	Saudi Arabia	2,768,454,981	0.289000	SAR 9,579,429,000	1,881,016,313	482	+ 90
393	Provident National Bank, Philadelphia	United States	2,762,159,000	.....	.....	2,433,571,000	401	+ 8
394	Banco Espirito Santo e Comercial, Lisbon	Portugal	2,758,141,699	0.011300	PE 244,083,336,197	2,843,376,174	359	
395	Taisei Sogo Bank, Ltd., Maebashi (e)	Japan	2,751,492,222	0.003722	Y 739,251,000,000	2,867,373,342	...	
396	Bank of California NA, San Francisco	United States	2,734,776,000	.....	.....	2,452,860,000	398	+ 2
397	Scandinavian Bank Ltd., London	United Kingdom	2,706,136,300s	1.610000	P 1,680,830,000s	2,229,898,280	427	+ 30
398	Chiba Sogo Bank, Ltd. (e)	Japan	2,703,489,588	0.003722	Y 726,354,000,000	2,818,532,736	...	
399	Land Bank of Taiwan, Taipei	Taiwan	2,701,859,262	0.024800	T$ 108,945,938,000	2,127,575,378	448	+ 49
400	Banque Nationale de Paris Plc, London	United Kingdom	2,681,659,470t	1.610000	P 1,665,627,000t	2,544,306,216t	38-	

(a)—Consolidated deposits, if available are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d) —Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f) —Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (l)—A dollar-denominated bank. (j)—Date reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r) —Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated deposits, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, deposits of these banks are not included in total deposits of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z) —Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A. —Not available.

500 Largest Banks in the World—Nos. 401 to 500

U.S. AND OVERSEAS COMMERCIAL BANKS RANKED BY SIZE OF DEPOSITS (a)

Compiled by American Banker Copyright 1983

World Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	December 31, 1982, or Nearest Fiscal Year-end (b) Deposits in U.S. Dollars	Rate of Exch. in U.S. Dollars(n)	Deposits in Nation's Currency(p)	12/31/81 (d) Deposits in U.S. Dollars	Rank 12/31/81	Gain in Rank
401	Credit Industriel d'Alsace et de Lorraine, Strasbourg	France	2,675,983,776u	0.146000	FF 18,328,656,000u	2,687,378,259u	372	
402	Credit Lyonnais Bank Nederland, Rotterdam	Netherlands	2,675,979,679st	0.381200	G 7,019,883,734st	4,043,164,868s	261	
403	American Security Bank NA, Washington, D.C.	United States	2,673,937,000	.....	.....	2,405,714,000	404	+ 1
404	State Bank of New South Wales, Sydney (f)	Australia	2,667,114,195	1.021600	A$ 2,610,722,587	2,461,137,277	395	
405	Banque de Paris et des Pays-Bas Belgique, Brussels(q)	Belgium	2,665,339,290	0.021300	BF 125,133,300,000	2,853,596,167	358	
406	Dai-San Sogo Bank, Ltd., Matsuzaka (e)	Japan	2,649,215,384	0.003722	Y 711,772,000,000	2,684,069,424	...	
407	Banco di Sardegna, Sassari	Italy	2,621,695,673s	0.000725	L 3,616,131,962,286s	2,397,368,256	405	
408	DG Bank International, Luxembourg	Luxembourg	2,612,530,695t	0.021000	LF 124,406,223,569t	2,757,852,884t	363	
409	Banco Borges & Irmao, Oporto	Portugal	2,605,193,843	0.011300	PE 230,548,127,738	2,324,873,290	419	+ 10
410	National City Bank, Cleveland	United States	2,591,757,000	.....	.....	2,326,922,000	418	+ 8
411	Bank of Virginia, Richmond	United States	2,581,550,000	.....	.....	1,932,917,901	474	+ 63
412	Bank of Hawaii, Honolulu	United States	2,579,918,000	.....	.....	2,320,603,000	420	+ 8
413	European American Banking Corp., New York(z)	United States	2,571,219,000	.....	.....	2,996,020,000	347	
414	United Commercial Bank, Calcutta	India	2,570,295,600	0.103800	inR 24,762,000,000	2,513,169,829	390	
415	Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	Turkey	2,569,735,159	0.004800	TP 535,361,491,396	2,354,153,814	414	
416	Ulster Bank Ltd., Belfast	United Kingdom	2,559,531,310st	1.610000	P 1,589,771,000st	2,577,215,432st	383	
417	Commercial Bank of Syria, Damascus (f)	Syria	2,551,986,720	0.240000	SyP 10,633,278,000	2,197,250,000u	432	+ 15
418	Michinoku Bank, Ltd., Hirosaki (e)	Japan	2,541,433,708	0.003722	Y 682,814,000,000	2,717,319,582	369	
419	Banco Nacional Ultramarino, Lisbon	Portugal	2,536,674,228	0.011300	PE 224,484,444,913	2,339,902,516	416	
420	Syndicate Bank, Manipal	India	2,529,293,314	0.103800	inR 24,366,987,607	2,722,939,000	366	
421	Moscow Narodny Bank Ltd., London	United Kingdom	2,523,605,770	1.610000	P 1,567,457,000	2,835,670,420	360	
422	Bank of the Southwest NA, Houston	United States	2,516,581,000	.....	.....	1,711,920,000	508	+ 86
423	Oversea-Chinese Banking Corp., Ltd., Singapore	Singapore	2,513,371,200s	0.474400	S$ 5,298,000,000s	2,190,288,750s	434	+ 11
424	National Bank of Pakistan, Karachi	Pakistan	2,504,045,600	0.081200	PR 30,838,000,000	2,458,162,785	396	
425	Fidelity Union Bank, Newark, N.J.	United States	2,502,649,629	.....	.....	1,045,868,758	668	+243
426	Ehime Sogo Bank, Ltd., Matsuyama (e)	Japan	2,494,808,214	0.003722	Y 670,287,000,000	2,621,445,210	...	
427	Indian Overseas Bank, Madras	India	2,474,592,000	0.103800	inR 23,840,000,000	2,140,515,000	442r	+ 15
428	Bank of British Columbia, Vancouver	Canada	2,473,952,955	0.815600	C$ 3,033,292,000	2,271,358,835	423	
429	Chang Hwa Commercial Bank, Ltd., Taichung	Taiwan	2,467,599,107	0.024800	T$ 99,499,964,000	2,337,039,966	417	
430	Yamagata Bank, Ltd. (e)	Japan	2,465,307,642	0.003722	Y 662,361,000,000	2,639,443,191	377	
431	Hypobank International, Luxembourg	Luxembourg	2,463,330,849t	0.021000	LF 117,301,469,009t	2,717,241,021t	370	
432	Banca d'America e d'Italia, Milan	Italy	2,462,041,409t	0.000725	L 3,395,919,185,388t	2,524,577,181t	388	
433	Banca S. Paolo-Brescia, Brescia	Italy	2,460,719,307u	0.000725	L 3,394,095,596,363u	2,371,328,511u	412	
434	Equibank, Pittsburgh	United States	2,453,936,000	.....	.....	2,228,097,000	429	
435	Mercantile Trust Co. NA, St. Louis, Mo.	United States	2,452,331,000	.....	.....	2,243,394,000	426	
436	Banque du Caire, Cairo (f)	Egypt	2,435,861,160u	1.215000	EP 2,004,824,000u	2,143,527,750u	441	+ 5
437	Deutsche Bank Berlin	Germany	2,434,529,736t	0.413000	DM 5,894,745,124t	2,529,734,727t	387	
438	Osterreichische Volksbanken, Vienna	Austria	2,396,854,744s	0.059900	AS 40,014,269,517s	2,533,263,235s	386	
439	Zagrebacka Banka, Zagreb	Yugoslavia	2,394,093,582	0.018000	YD 133,005,199,000	2,895,157,323	357	
440	Bank Leumi Trust Co., New York	United States	2,386,868,233t	.....	.....	1,975,286,255t	470	+ 30
441	Chiba Kogyo Bank, Ltd. (e)	Japan	2,380,248,776	0.003722	Y 639,508,000,000	2,440,081,494	400	
442	Hua Nan Commercial Bank, Ltd., Taipei	Taiwan	2,377,015,999	0.024800	T$ 95,847,419,305	2,212,225,319	430	
443	First Wisconsin National Bank, Milwaukee	United States	2,371,073,000	.....	.....	2,366,727,000	408	
444	Miyazaki Bank, Ltd. (e)	Japan	2,362,788,874	0.003722	Y 634,817,000,000	2,474,415,756	394	
445	Ghana Commercial Bank, Accra (f)	Ghawa	2,358,106,308	0.365000	GC 6,460,565,228	1,689,743,084s	513	+ 68
446	Development Bank of Singapore Ltd	Singapore	2,330,919,332	0.474400	S$ 4,913,405,000	2,095,935,516	453	+ 7
447	European Asian Bank, Hamburg	Germany	2,329,212,694	0.413000	DM 5,639,740,178	2,140,041,600	442	
448	First National Bank, Baltimore	United States	2,319,056,000	.....	.....	2,134,071,000	446	
449	Credito Commerciale, Milan	Italy	2,318,450,071t	0.000725	L 3,197,862,167,449t	2,281,831,096t	421	
450	Krung Thai Bank Ltd., BangkokPUqs. Thailand		2,309,192,829	0.044000	TB 52,481,655,204	1,857,817,530	487	+ 37
451	Banque de l'Union Europeenne, Paris	France	2,301,254,190u	0.146000	FF 15,762,015,000u	2,507,259,600u	391	
452	Maibi Plc, London (c)	United Kingdom	2,294,534,880	1.530000	P 1,499,696,000	2,119,659,875	450	
453	British Bank of the Middle East, Hong Kong	Hong Kong	2,285,015,040t	1.610000	P 1,419,264,000t	2,067,293,108t	459	+ 6
454	American National Bank & Trust Co., Chicago	United States	2,281,719,000	.....	.....	2,083,569,000	456	+ 2
455	Bank of Saga, Ltd. (e)	Japan	2,267,818,580	0.003722	Y 609,301,069,393	2,424,865,320	403	
456	First National Bank & Trust Co., Oklahoma City	United States	2,257,913,325	.....	.....	2,009,305,864	465	+ 9
457	Bank of the Ryukyus, Ltd., Naha (e)	Japan	2,250,797,616	0.003722	Y 604,728,000,000	2,432,781,000	402	
458	Philippine National Bank, Manila	Philippines	2,249,350,800u	0.110800	PP 20,301,000,000u	2,396,775,495u	407	
459	Trust Bank of Africa Ltd., Cape Town (f)	South Africa	2,225,814,384	0.876000	SR 2,540,884,000	N.A.	...	
460	Banque Regionale d'Escompte et de Depots, Vincennes	France	2,208,688,000	0.146000	FF 15,128,000,000	2,664,831,601	374	
461	Banco Popular de Puerto Rico, San Juan	United States	2,208,174,257	.....	.....	2,111,731,741	451	
462	Tokiwa Sogo Bank, Ltd., Tokyo (e)	Japan	2,206,414,574	0.003722	Y 592,803,485,748	2,395,383,714	...	
463	United Bank, Ltd., Karachi	Pakistan	2,200,598,114u	0.081200	PR 27,100,962,000u	2,373,640,968u	411	
464	Trade Development Bank, Geneva	Switzerland	2,198,856,252	0.498000	SF 4,415,374,000	2,185,695,701	436	
465	Westfalenbank, Bochum	Germany	2,198,304,547st	0.413000	DM 5,322,771,301st	2,274,435,895st	422	
466	First & Merchants National Bank, Richmond	United States	2,193,881,000	.....	.....	1,984,933,000	469	+ 3
467	State Street Bank & Trust Co., Boston	United States	2,191,640,000	.....	.....	2,029,656,000	462	
468	Libra Bank Ltd., London	United Kingdom	2,187,779,744s	1.610000	P 1,358,869,406s	2,194,930,698s	433	
469	Deutsche Verkehrs-Kredit Bank, Frankfurt	Germany	2,185,123,487	0.413000	DM 5,290,855,901	2,111,595,878	452	
470	Bayerische Vereinsbank International, Luxembourg	Luxembourg	2,157,204,000t	0.021000	LF 102,724,000,000t	2,087,983,350t	455	
471	Banco Real, Sao Paulo	Brazil	2,154,992,623s	0.003980	BC 541,455,433,000s	2,397,302,582s	406	
472	Banco Union, Madrid	Spain	2,150,592,157tu	0.007980	SP 269,497,764,024tu	1,726,694,392u	505	+ 33
473	Banco Union, Caracas	Venezuela	2,145,872,682u	0.233000	VB 9,209,754,000u	2,136,917,293	444	
474	Banco Mercantil y Agricola, Caracas (c)	Venezuela	2,141,013,701	0.233000	VB 9,188,900,003	1,995,384,493	467	
475	Banque Internationale pour l'Afrique Occidentale, Paris	France	2,134,812,000s	0.146000	FF 14,622,000,000s	2,251,583,208s	425	
476	Lloyds Bank California, Los Angeles	United States	2,129,800,000t	.....	.....	2,373,990,257t	410	
477	Banque de Paris et des Pays-Bas (Suisse), Geneva(q)	Switzerland	2,124,177,572u	0.498000	SF 4,265,416,811u	1,787,384,853	492	+ 15
478	Centerre Bank NA, St. Louis, Mo.	United States	2,105,546,000	.....	.....	2,347,075,000	415	
479	American Bank & Trust Co., Reading, Pa.	United States	2,102,305,000	.....	.....	1,754,337,000	498	+ 19
480	Banco Pastor, Coruna	Spain	2,098,615,824	0.007980	SP 262,984,439,111	1,835,198,151	488	+ 8
481	Thai Farmers Bank, Bangkok	Thailand	2,096,840,407	0.044000	TB 47,655,463,805	1,871,724,000	485	+ 4
482	First National Bank, St. Paul, Minn.	United States	2,096,691,000	.....	.....	2,012,186,000	463	
483	Union Bank of India, Bombay	India	2,096,444,172	0.103800	InR 20,196,957,340	1,891,123,158s	478	
484	Banco de Venezuela, Caracas	Venezuela	2,084,965,120u	0.233000	VB 8,948,348,156u	2,073,330,997u	458	
485	Bank of Bermuda, Ltd., Hamilton	Bermuda	2,075,032,520s	.....	.....	1,887,614,732s	480	
486	American Fletcher Nat'l Bank & Trust Co., Indianapolis	United States	2,074,983,000	.....	.....	1,959,159,000	472	
487	Tokuyo Sogo Bank, Ltd., Sendai (e)	Japan	2,062,322,980	0.003722	Y 554,090,000,000	2,236,201,110	...	
488	Shawmut Bank of Boston NA	United States	2,058,622,000	.....	.....	1,950,058,000	473	
489	First Interstate Bank of Nevada NA, Reno	United States	2,056,969,000	.....	.....	1,685,785,000	515	+ 26
490	United Malayan Banking Corp. Berhad, Kuala Lumpur (f)	Malaysia	2,055,905,600	0.423200	M$ 4,858,000,000	1,190,680,325	625	+135
491	Senshu Bank, Ltd., Kishiwada (e)	Japan	2,038,375,632	0.003722	Y 547,656,000,000	2,211,619,482	431	
492	First Interstate Bank of Washington NA, Seattle	United States	2,037,411,890	.....	.....	1,419,339,225	572	+ 80
493	Societe de Banque Suisse (Luxembourg)	Luxembourg	2,036,157,219t	0.021000	BF 96,959,867,588t	2,058,100,821t	460	
494	Continental Bank of Canada, Toronto	Canada	2,017,703,868	0.815600	C$ 2,473,889,000	1,530,337,451	552	+ 58
495	Pierson, Heldring & Pierson, Amsterdam	Netherlands	2,012,881,237st	0.381200	G 5,280,381,000st	1,716,329,616st	507	+ 12
496	Banco Provincial, Caracas	Venezuela	2,000,522,156	0.233000	VB 8,585,932,000	1,574,015,582	541	+ 45
497	Atlantic National Bank of Florida, Jacksonville	United States	1,986,463,000	.....	.....	1,674,768,000	519	+ 22
498	Barclays Bank, Paris	France	1,982,440,852tu	0.146000	FF 13,578,362,000tu	2,129,057,192tu	447	
499	Central Bank of the South, Birmingham, Ala.	United States	1,979,285,076	.....	.....	1,745,849,705	500	+ 1
500	Continental Bank, Norristown, Pa.	United States	1,977,840,000	.....	.....	1,730,270,000	503	+ 3

(a)—Consolidated deposits, if available are used for all banks that own over 50% of other banks. The consolidation includes only those affiliates in which ownership exceeds 50%. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d)—Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f)—Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r)—Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated deposits, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, deposits of these banks are not included in total deposits of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z)—Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A.—Not available.

403 Largest World Banks Outside U.S.

Listed Geographically by Order of Size Within Nations

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World Rank 12/31/82		Deposits in U. S. $ (a) 12/31/82 (b)
	Argentina - 1 Bank	
220	Banco de la Nacion Argentina, Buenos Aires	4,981,301,613
	Australia - 8 Banks	
76	Westpac Banking Corp., Sydney (e)	20,090,412,563s
86	Commonwealth Banking Corp., Sydney (f)	17,567,743,145s
95	Australia & New Zealand Banking Group, Ltd., Melbourne (e)	16,266,408,522s
111	National Commercial Banking Corp. of Australia Ltd., Melbourne (e)	12,653,150,809s
143	Commonwealth Trading Bank of Australia, Sydney (f)	8,594,031,220t
268	Commercial Bank of Australia, Ltd., Melbourne (c,e)	4,024,583,732t
312	Commercial Banking Co. of Sydney, Ltd. (c,e)	3,462,101,942t
404	State Bank of New South Wales, Sydney (f)	2,667,114,195
	Austria - 6 Banks	
81	Creditanstalt-Bankverein, Vienna	18,677,514,840s
121	Girozentrale und Bank der Osterreichischen Sparkassen, Vienna	10,444,763,000u
124	Oesterreichische Laenderbank, Vienna	10,077,318,430s
179	Genossenschaftliche Zentralbank, Vienna	6,257,273,800u
185	Bank fuer Arbeit und Wirtschaft, Vienna	5,892,097,006u
438	Osterreichische Volksbanken, Vienna	2,396,854,744s
	Bahrain - 2 Banks	
171	Arab Banking Corp., Manama	6,706,470,000s
198	Gulf International Bank B.S.C., Manama	5,585,603,760
	Belgium - 6 Banks	
56	Societe Generale de Banque, Brussels	27,328,496,400s
78	Banque Bruxelles Lambert, Brussels (e)	19,535,283,365s
88	Kredietbank International Group, Brussels (c)	17,345,073,400s
153	Societe Nationale de Credit a l'Industrie, Brussels	7,885,916,998
344	European Banking Co. SA, Brussels	3,103,393,940
405	Banque de Paris et des Pays-Bas Belgique, Brussels(q)	2,665,339,290
	Bermuda - 1 Bank	
485	Bank of Bermuda, Ltd., Hamilton	2,075,032,520s
	Brazil - 5 Banks	
65	Banco do Brasil, Brasilia	23,483,121,791s
219	Banco Brasileiro de Descontos, Osasco	5,011,564,781s
300	Banco do Estado de Sao Paulo	3,584,728,405
354	Banco Itau, Sao Paulo	3,040,454,641s
471	Banco Real, Sao Paulo	2,154,992,623s
	Canada - 9 Banks	
14	Royal Bank of Canada, Montreal	63,947,494,807s
25	Canadian Imperial Bank of Commerce, Toronto	49,156,315,581s
30	Bank of Montreal	43,940,144,431s
41	Bank of Nova Scotia, Toronto	38,549,465,312s
51	Toronto Dominion Bank	32,278,503,684s
103	National Bank of Canada, Montreal	13,787,700,872s
343	Mercantile Bank of Canada, Montreal	3,103,999,877
428	Bank of British Columbia, Vancouver	2,473,952,955
494	Continental Bank of Canada, Toronto	2,017,703,868
	Cayman Islands - 1 Bank	
307	Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown	3,520,350,238
	Denmark - 3 Banks	
187	Danske Bank, Copenhagen	5,805,560,950s
193	Copenhagen Handelsbank	5,676,835,431s
285	Privatbanken, Copenhagen	3,755,048,500s
	Egypt - 4 Banks	
267	National Bank of Egypt, Cairo (f)	4,033,800,000u
270	Banque Misr, Cairo (f)	4,007,410,200u
332	Arab African International Bank, Cairo	3,230,501,000s
436	Banque du Caire, Cairo (f)	2,435,861,160u
	Finland - 3 Banks	
173	Union Bank of Finland, Ltd., Helsinki	6,629,700,440s
189	Kansallis-Osake Pankki, Helsinki	5,738,653,594s
253	Postipankki, Helsinki	4,132,582,080s
	France - 23 Banks	
2	Banque Nationale de Paris	90,677,717,376s
3	Credit Lyonnais, Paris	83,591,842,582s
6	Credit Agricole Mutuel, Paris	78,383,020,000u
9	Societe Generale, Paris	73,298,701,254s
79	Banque Indosuez, Paris	19,127,753,168s
89	Groupe Des Banques Populaires, Paris	17,198,508,000s
101	Banque Paribas, Paris	15,202,104,000u
116	Credit Commercial de France, Paris	12,096,043,498s
140	Banque Francaise du Commerce Exterieur, Paris	8,799,586,878
144	Credit Industriel et Commercial, Paris (h)	8,553,859,826
166	Credit du Nord, Lille	7,041,671,834s
214	Union de Banques Arabes et Francaises, Neuilly	5,134,838,191
223	Societe Generale Alsacienne de Banque, Strasbourg	4,924,851,852s
227	Caisse Centrale des Banques Populaires, Paris	4,776,183,986t
243	Banque Commerciale pour l'Europe du Nord, Paris	4,314,042,710
279	Banque Worms, Paris	3,831,826,648u
367	Societe Lyonnaise de Depots et de Credit Industriel, Lyons	2,936,790,000u
383	Banque Sudameris, Paris	2,821,195,960s
401	Credit Industriel d'Alsace et de Lorraine, Strasbourg	2,675,983,776u
451	Banque de l'Union Europeenne, Paris	2,301,254,190u
460	Banque Regionale d'Escompte et de Depots, Vincennes	2,208,686,000
475	Banque Internationale pour l'Afrique Occidentale, Paris	2,134,812,000s
498	Barclays Bank, Paris	1,982,440,852tu
	Germany - 35 Banks	
7	Deutsche Bank, Frankfurt	75,817,163,884s
18	Dresdner Bank, Frankfurt	53,218,404,799s
19	Westdeutsche Landesbank Girozentrale, Duesseldorf	52,441,987,982s
33	Commerzbank, Duesseldorf	42,419,225,091s
37	Bayerische Vereinsbank, Munich	40,857,579,388s
44	Bayerische Landesbank Girozentrale, Munich	37,002,322,000s
69	Hessische Landesbank-Girozentrale, Frankfurt	22,717,528,386u
71	Norddeutsche Landesbank Girozentrale, Hannover	22,536,407,127s
73	Bank fuer Gemeinwirtschaft, Frankfurt	21,953,530,600s
83	Bayerische Hypotheken-und Wechsel-Bank, Munich	18,320,634,437s
91	Deutsche Genossenschaftsbank, Frankfurt	16,889,837,301s
109	Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	12,805,891,000s
113	Landesbank Rheinland-Pfalz Girozentrale, Mainz	12,457,265,310s
122	Hamburgische Landesbank-Girozentrale, Hamburg	10,191,509,355
123	Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart	10,104,786,443
131	Landesbank Schleswig-Holstein Girozentrale, Kiel	9,398,248,466u
138	Badische Kommunale Landesbank-Girozentrale, Mannheim	8,812,125,276u
147	Berliner Bank, Berlin	8,185,289,791s
159	Bremer Landesbank und Staatliche Kreditanstalt, Bremen	7,501,319,000
167	Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	6,978,048,000
199	Sudwestdeutsche Genossenschafts-Zentralbank, Karlsruhe	5,575,175,737
207	Norddeutsche Genossenschaftsbank, Hannover	5,366,536,951s
218	Berliner Handels und-Frankfurter Bank, Frankfurt	5,029,514,000s
224	Bayerische Raiffeisen-Zentralbank, Munich	4,900,245,000
228	Landesgirokasse, Stuttgart	4,743,919,131
231	Vereins-und Westbank, Hamburg	4,705,205,765s
280	Bankhaus Sal. Oppenheim jr. & Cie., Cologne	3,816,595,045s
318	Genossenschaftliche Zentralbank, Stuttgart	3,356,492,300
319	Bank fuer Handel und Industrie, Berlin	3,326,254,104tu
328	Baden-Wuerttembergische Bank, Stuttgart	3,271,511,420s
349	Landesbank Saar-Girozentrale, Saarbrucken	3,071,068,000u
437	Deutsche Bank Berlin	2,434,529,736t
447	European Asian Bank, Hamburg	2,329,212,694
465	Westfalenbank, Bochum	2,198,304,547st
469	Deutsche Verkehrs-Kredit Bank, Frankfurt	2,185,123,487
	Ghana - 1 Bank	
445	Ghana Commercial Bank, Accra (f)	2,358,106,308
	Greece - 2 Banks	
115	National Bank of Greece, Athens	12,404,855,700s
323	Commercial Bank of Greece, Athens	3,300,569,916u
	Hong Kong - 3 Banks	
21	Hongkong and Shanghai Banking Corp., Hong Kong	51,663,766,000s
182	Hang Seng Bank Ltd., Hong Kong	5,981,714,200st
453	British Bank of the Middle East, Hong Kong	2,285,015,040t
	India - 10 Banks	
84	State Bank of India, Bombay	18,281,567,400s
238	Bank of Baroda, Bombay	4,413,023,656u
247	Bank of India, Bombay	4,226,504,003
259	Punjab National Bank, New Delhi	4,087,803,035
269	Central Bank of India, Bombay (c)	4,008,378,161
336	Canara Bank, Bangalore	3,152,302,200
414	United Commercial Bank, Calcutta	2,570,295,600
420	Syndicate Bank, Manipal	2,529,293,314
427	Indian Overseas Bank, Madras	2,474,592,000
483	Union Bank of India, Bombay	2,096,444,172
	Indonesia - 4 Banks	
234	Bank Negara Indonesia 1946, Jakarta	4,455,079,846
275	Bank Bumi Daya, Jakarta	3,911,879,696
289	Bank Dagang Negara, Jakarta	3,721,751,007
391	Bank Rakjat Indonesia, Jakarta	2,772,648,502
	Iran - 2 Banks	
77	Bank Melli Iran, Tehran (c)	19,591,587,200
107	Bank Saderat Iran, Tehran (c)	13,076,232,140s
	Iraq - 1 Bank	
87	Rafidain Bank, Baghdad	17,352,274,111
	Ireland - 2 Banks	
161	Allied Irish Banks Ltd., Dublin	7,446,000,000s
172	Bank of Ireland, Dublin	6,700,720,000s
	Israel - 4 Banks	
68	Bank Leumi le-Israel, Tel-Aviv	23,269,621,947s
94	Bank Hapoalim, Tel-Aviv	16,500,650,067s
119	Israel Discount Bank, Ltd., Tel-Aviv	10,846,322,883s
310	United Mizrahi Bank Ltd., Tel-Aviv	3,489,852,300s
	Italy - 23 Banks	
36	Banca Nazionale del Lavoro, Rome	41,073,580,127s
45	Banca Commerciale Italiana, Milan	34,840,311,450s
59	Credito Italiano, Milan	25,646,263,339s
61	Istituto Bancario San Paolo di Torino, Turin	25,241,239,517s
64	Monte dei Paschi di Siena	23,755,133,950s
67	Banco di Roma, Rome	23,302,068,282s
98	Banco di Napoli, Naples	15,811,684,413u
112	Banco di Sicilia, Palermo	12,512,606,075
117	Banca Nazionale dell'Agricoltura, Rome	11,468,175,425u
136	Banca Popolare di Novara	8,909,966,231
150	Banco di Santo Spirito, Rome	7,973,099,342s
178	Banca Popolare di Milano, Milan	6,362,832,675s
212	Credito Romagnolo, Bologna	5,157,045,330u
216	Banca Toscana, Florence	5,053,939,369t
266	Istituto Bancario Italiano, Milan	4,036,459,791
321	Banca Provinciale Lombarda, Bergamo	3,311,309,683
346	Banco Lariano, Como	3,092,385,526t
347	Banca Cattolica del Veneto, Vicenza	3,079,802,498t
371	Banca Popolare di Bergamo	2,907,602,350
407	Banco di Sardegna, Sassari	2,621,695,673s
432	Banca d'America e d'Italia, Milan	2,462,041,409t
433	Banca S. Paolo-Brescia, Brescia	2,460,719,307u
449	Credito Commerciale, Milan	2,318,450,071t
	Japan - 95 Banks	
11	Dai-Ichi Kangyo Bank Ltd., Tokyo (e)	69,345,717,210u
12	Fuji Bank, Ltd., Tokyo (e)	65,937,415,752s
13	Sumitomo Bank Ltd., Osaka (e)	65,041,462,418s
15	Mitsubishi Bank Ltd., Tokyo (e)	63,388,790,202s
16	Sanwa Bank Ltd., Osaka (e)	61,045,579,048s
20	Industrial Bank of Japan, Ltd., Tokyo (e)	52,106,057,116u
24	Bank of Tokyo, Ltd. (e)	50,913,599,034s
26	Norinchukin Bank, Tokyo (e)	46,984,421,348
27	Mitsui Bank, Ltd., Tokyo (e)	46,440,235,172s
29	Tokai Bank Ltd., Nagoya (e)	44,341,529,642s
34	Long-Term Credit Bank of Japan Ltd., Tokyo (e)	41,264,701,122u
38	Mitsubishi Trust & Banking Corp., Tokyo (e)	40,229,456,598u
42	Sumitomo Trust & Banking Co., Ltd., Osaka (e)	37,509,467,384u
43	Taiyo Kobe Bank, Ltd., Kobe (e)	37,245,402,650u
46	Mitsui Trust & Banking Co., Ltd., Tokyo (e)	34,521,081,028u
49	Daiwa Bank, Ltd., Osaka (e)	32,824,221,228u
57	Yasuda Trust & Banking Co. Ltd., Tokyo (e)	26,207,327,790u
62	Nippon Credit Bank, Ltd., Tokyo (e)	25,174,253,192u
63	Shoko Chukin Bank, Tokyo (e)	24,080,376,002
66	Kyowa Bank, Ltd., Tokyo (e)	23,402,685,408u
72	Saitama Bank Ltd., Urawa (e)	22,021,823,408s
75	Toyo Trust & Banking Co. Ltd., Tokyo (e)	21,429,906,304u
90	Bank of Yokohama, Ltd. (e)	16,936,957,278u
93	Hokkaido Takushoku Bank, Ltd., Sapporo (e)	16,652,946,346s
105	Chuo Trust & Banking Co., Ltd., Tokyo (e)	13,206,389,234
120	Chiba Bank, Ltd. (e)	10,573,803,746
125	Joyo Bank, Ltd., Mito (e)	9,900,881,034
127	Hokuriku Bank Ltd., Toyama (e)	9,819,529,280
128	Shizuoka Bank Ltd. (e)	9,678,283,102
142	Ashikaga Bank, Ltd., Utsunomiya (e)	8,676,465,860
148	Bank of Fukuoka, Ltd. (e)	8,156,364,746
149	Bank of Hiroshima, Ltd. (e)	8,014,173,180
155	Gunma Bank, Ltd., Maebashi (e)	7,708,135,452
156	Hachijuni Bank, Ltd., Nagano (e)	7,706,337,726
181	Nishinippon Sogo Bank, Ltd., Fukuoka (e)	6,040,284,920
184	Yamaguchi Bank, Ltd., Shimonoseki (e)	5,005,142,822
186	Chugoku Bank, Ltd., Okayama (e)	5,845,631,764
188	Nippon Trust & Banking Co., Ltd., Tokyo (e)	5,784,576,076
191	Hokkaido Bank, Ltd., Sapporo (e)	5,709,849,482
192	Shichijushichi Bank, Ltd., Sendai (e)	5,682,987,808
202	Bank of Kyoto, Ltd. (e)	5,519,156,534
205	Daishi Bank, Ltd., Niigata (e)	5,422,284,040
206	Iyo Bank, Ltd., Matsuyama (e)	5,369,107,826
209	Nanto Bank, Ltd., Nara (e)	5,225,055,260
215	Hyakujushi Bank, Ltd., Takamatsu (e)	5,121,646,934
225	Shiga Bank, Ltd., Otsu (e)	4,846,341,760

For footnotes see listing of the 500 Largest Banks in Deposits

403 Largest World Banks Outside U.S.

Listed Geographically by Order of Size Within Nations

Compiled by American Banker Copyright 1983

World Rank 12/31/82		Deposits in U. S. $ (a) 12/31/82 (b)
232	Juroku Bank, Ltd., Gifu (e)	4,544,963,976
235	Kiyo Bank, Ltd., Wakayama (e)	4,439,482,496
236	Hyakugo Bank, Ltd., Tsu (e)	4,434,059,542
239	Tokyo Sogo Bank, Ltd. (e)	4,350,039,114
246	Suruga Bank, Ltd., Numazu (e)	4,253,799,360
254	Hyogo Sogo Bank, Ltd., Kobe (e)	4,130,493,222
255	Kinki Sogo Bank, Ltd., Osaka (e)	4,127,400,240
257	Hokkoku Bank, Ltd., Kanazawa (e)	4,103,601,772
272	Higo Bank, Ltd., Kumamoto (e)	3,989,734,626
273	Nagoya Sogo Bank, Ltd. (e)	3,963,347,246
276	Shikoku Bank, Ltd., Kochi (e)	3,841,590,372
278	Kofuku Sogo Bank, Ltd., Osaka (e)	3,831,828,776
281	Fukui Bank, Ltd. (e)	3,816,125,658
284	Fukuoka Sogo Bank, Ltd. (e)	3,799,551,592
292	Ogaki-Kyoritsu Bank, Ltd., Ogaki (e)	3,684,776,278
301	Heiwa Sogo Bank, Ltd., Tokyo (e)	3,584,516,764
315	Kagoshima Bank, Ltd. (e)	3,408,678,318
317	Toho Bank, Ltd., Fukushima (e)	3,371,834,240
331	Oita Bank, Ltd. (e)	3,245,904,092
333	Chuo Sogo Bank, Ltd., Nagoya (e)	3,191,495,896
335	Awa Bank, Ltd., Tokushima (e)	3,171,717,188
339	Tokyo Tomin Bank, Ltd. (e)	3,118,366,040
348	San-in Godo Bank, Ltd., Matsue (e)	3,074,759,088
351	Eighteenth Bank, Ltd., Nagasaki (e)	3,062,346,218
357	Akita Bank, Ltd. (e)	3,035,171,896
358	Iwate Bank, Ltd., Morioka (e)	3,033,612,378
360	Hokuyo Sogo Bank, Ltd., Sapporo (e)	3,010,286,604
363	Fukutoku Sogo Bank, Ltd., Osaka (e)	2,989,953,318
368	Shinwa Bank, Ltd., Sasebo (e)	2,932,865,282
369	Hokuetsu Bank, Ltd., Nagaoka (e)	2,928,000,628
377	Hiroshima Sogo Bank, Ltd. (e)	2,870,537,172
382	Musashino Bank, Ltd., Omiya (e)	2,833,312,948
385	Yamanashi Chuo Bank, Ltd., Kofu (e)	2,814,304,694
387	Chukyo Sogo Bank, Ltd., Nagoya (e)	2,810,112,136
388	Aomori Bank, Ltd. (e)	2,798,285,206
390	Bank of Osaka, Ltd. (e)	2,780,784,362
395	Taisei Sogo Bank, Ltd., Maebashi (e)	2,751,492,222
398	Chiba Sogo Bank, Ltd. (e)	2,703,489,588
406	Dai-San Sogo Bank, Ltd., Matsuzaka (e)	2,649,215,384
418	Michinoku Bank, Ltd., Hirosaki (e)	2,541,433,708
426	Ehime Sogo Bank, Ltd., Matsuyama (e)	2,494,808,214
430	Yamagata Bank, Ltd. (e)	2,465,307,642
441	Chiba Kogyo Bank, Ltd. (e)	2,380,248,776
444	Miyazaki Bank, Ltd. (e)	2,362,788,874
455	Bank of Saga, Ltd. (e)	2,267,818,580
457	Bank of the Ryukyus, Ltd., Naha (e)	2,250,797,616
462	Tokiwa Sogo Bank, Ltd., Tokyo (e)	2,206,414,574
487	Tokuyo Sogo Bank, Ltd., Sendai (e)	2,062,322,980
491	Senshu Bank, Ltd., Kishiwada (e)	2,038,375,632
	Jordan - 1 Bank	
139	Arab Bank Ltd., Amman	8,810,385,007s
	Korea - 6 Banks	
129	Bank of Seoul and Trust Co	9,554,350,337
248	Korea Exchange Bank, Seoul	4,195,982,400s
283	Hanil Bank Ltd., Seoul	3,802,536,636u
293	Commercial Bank of Korea Ltd., Seoul	3,675,961,103
327	Cho-Heung Bank Ltd., Seoul	3,275,855,159s
340	Korea First Bank, Seoul	3,116,902,197s
	Kuwait - 5 Banks	
162	National Bank of Kuwait	7,426,980,000
194	Commercial Bank of Kuwait	5,674,345,710
195	Gulf Bank, Kuwait	5,673,207,732
233	Alahli Bank of Kuwait	4,538,737,215
329	Bank of Kuwait and the Middle East	3,268,649,921
	Libya - 1 Bank	
386	National Commercial Bank, Tripoli	2,812,120,803
	Luxembourg - 15 Banks	
132	Deutsche Bank Compagnie Financiere Luxembourg (e)	9,389,487,020t
145	Compagnie Luxembourgeoise de la Dresdner Banque	8,513,700,000t
183	Commerzbank International, Luxembourg	5,976,883,423t
251	West LB International, Luxembourg	4,174,728,348t
277	Banque Internationale a Luxembourg	3,841,496,757
288	Union Bank of Switzerland (Luxembourg)	3,726,680,167t
294	Banque Generale du Luxembourg	3,664,870,805
295	BFG Luxembourg	3,661,872,336tu
304	Bayerische Landesbank International, Luxembourg(e)	3,558,345,354t
334	Kredietbank S.A. Luxembourgeoise, Luxembourg	3,184,720,000st
345	Bank of Credit & Commerce International, Luxembourg	3,098,556,065
408	DG Bank International, Luxembourg	2,612,530,695t
431	Hypobank International, Luxembourg	2,463,330,849t
470	Bayerische Vereinsbank International, Luxembourg	2,157,204,000t
493	Societe de Banque Suisse (Luxembourg)	2,036,157,219t
	Malaysia - 3 Banks	
175	Bank Bumiputra Malaysia Berhad, Kuala Lumpur	5,422,978,000s
		[illegible]
		[illegible]

World Rank 12/31/82		Deposits in U. S. $ (a) 12/31/82 (b)
	Philippines - 1 Bank	
458	Philippine National Bank, Manila	2,249,350,800u
	Portugal - 5 Banks	
282	Banco Portugues do Atlantico, Oporto	3,807,361,104s
373	Banco Pinto & Sotto Mayor, Lisbon	2,896,529,000u
394	Banco Espirito Santo e Comercial, Lisbon	2,758,141,699
409	Banco Borges & Irmao, Oporto	2,605,193,843
419	Banco Nacional Ultramarino, Lisbon	2,536,674,228
	Saudi Arabia - 3 Banks	
106	National Commercial Bank, Jeddah	13,156,941,622
203	Riyad Bank Ltd., Jeddah	5,510,970,547u
392	Saudi American Bank, Riyadh	2,768,454,981
	Singapore - 3 Banks	
337	United Overseas Bank Ltd., Singapore	3,143,281,892s
423	Oversea-Chinese Banking Corp., Ltd., Singapore	2,513,371,200s
446	Development Bank of Singapore Ltd	2,330,919,332
	South Africa - 5 Banks	
141	Barclays National Bank Ltd., Johann [illegible]rg	8,778,302,028st
208	Nedbank Ltd., Johannesburg (e)	5,244,079,454s
213	Standard Bank of South Africa Ltd., Johannesburg	5,146,209,488
299	Volkskas, Ltd., Pretoria	3,613,803,497s
459	Trust Bank of Africa Ltd., Cape Town (f)	2,225,814,384
	Spain - 12 Banks	
80	Banco Central, Madrid	18,795,457,279s
92	Banco Espanol de Credito, Madrid	16,716,903,000s
99	Banco Hispano-Americano, Madrid	15,310,651,440s
104	Banco de Bilbao	13,572,495,720s
126	Banco Exterior de Espana, Madrid	9,823,364,040s
130	Banco de Santander	9,480,097,307s
134	Banco de Vizcaya, Bilbao	9,206,318,520s
157	Banco Popular Espanol, Madrid	7,629,606,180s
316	Banca Catalana, Barcelona	3,387,291,547s
362	Banco Urquijo, Madrid	3,002,018,121
472	Banco Union, Madrid	2,150,592,157tu
480	Banco Pastor, Coruna	2,098,615,824
	Sweden - 5 Banks	
96	Skandinaviska Enskilda Banken, Stockholm	16,221,210,000s
102	Post-Och Kreditbanken, Stockholm	14,341,236,000s
110	Svenska Handelsbanken, Stockholm	12,714,354,000s
313	Sparbankernas Bank, Stockholm	3,456,072,000s
361	Gotabanken, Goteborg	3,007,765,200s
	Switzerland - 10 Banks	
28	Union Bank of Switzerland, Zurich	44,970,074,451u
32	Swiss Bank Corp., Basle	43,522,382,472u
50	Credit Suisse, Zurich	32,481,054,000u
135	Banque Populaire Suisse, Berne	9,010,540,190s
263	Bank Leu, Ltd., Zurich	4,075,605,705u
296	Banque Cantonale de Berne	3,661,583,083
372	Banca della Svizzera Italiana, Lugano	2,907,444,312s
374	Banque Cantonale Vaudoise, Lausanne	2,890,123,578
464	Trade Development Bank, Geneva	2,198,856,252
477	Banque de Paris et des Pays-Bas (Suisse), Geneva(q)	2,124,177,572u
	Syria - 1 Bank	
417	Commercial Bank of Syria, Damascus (f)	2,551,986,720
	Taiwan - 6 Banks	
175	Bank of Taiwan, Taipei	6,491,405,803u
256	Cooperative Bank of Taiwan, Taipei	4,125,724,305
341	First Commercial Bank, Taipei	3,116,634,769
399	Land Bank of Taiwan, Taipei	2,701,859,262
429	Chang Hwa Commercial Bank, Ltd., Taichung	2,467,599,107
442	Hua Nan Commercial Bank, Ltd., Taipei	2,377,015,999
	Thailand - 3 Banks	
197	Bangkok Bank, Ltd	5,612,561,655
450	Krung Thai Bank Ltd., Bangkok	2,309,192,829
481	Thai Farmers Bank, Bangkok	2,096,840,407
	Turkey - 2 Banks	
384	Turkiye Is Bankasi, Ankara	2,819,654,958s
415	Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	2,569,735,159
	United Arab Emirates - 1 Bank	
196	National Bank of Abu Dhabi	5,666,989,400s
	United Kingdom - 30 Banks	
4	Barclays Bank Plc, London	83,575,100,000s
5	National Westminster Bank Plc, London	80,815,560,000s
10	Midland Bank Plc, London	71,211,749,000s
22	Lloyds Bank Plc, London	51,375,100,000s
23	Barclays Bank International Ltd., London	51,338,070,000st
48	Standard Chartered Bank Plc, London	33,719,357,000s
52	International Westminster Bank Plc, London	30,009,922,910st
70	Lloyds Bank International Ltd., London (g)	22,[illegible],700,000st
[illegible]	Standard Bank Ltd., London	[illegible]
[illegible]	[illegible]	[illegible]

97 Largest World Banks In United States

Listed Geographically by Order of Size Within States

Compiled by American Banker Copyright 1983

World Rank 12/31/82		Deposits in U. S. $ (a) 12/31/82 (b)
	ALABAMA	
499	Central Bank of the South, Birmingham	1,979,285,076
	ARIZONA	
201	Valley National Bank of Arizona, Phoenix	5,530,945,000
297	First Interstate Bank of Arizona NA, Phoenix	3,622,580,000
	CALIFORNIA	
1	Bank of America NT&SA, San Francisco	95,037,498,000
58	Security Pacific National Bank, Los Angeles	25,791,750,980
82	Crocker National Bank, San Francisco	18,334,746,000t
85	Wells Fargo Bank NA, San Francisco	18,065,044,000
97	First Interstate Bank of California, Los Angeles	15,950,069,000
204	Union Bank, Los Angeles	5,436,326,000
302	California First Bank, San Francisco	3,576,149,000t
396	Bank of California NA, San Francisco	2,734,776,000
476	Lloyds Bank California, Los Angeles	2,129,800,000t
	CONNECTICUT	
291	Connecticut Bank & Trust Co. NA, Hartford	3,694,611,000
322	Connecticut National Bank, Hartford	3,301,934,000
	DISTRICT OF COLUMBIA	
353	Riggs National Bank, Washington, D.C	3,053,836,000
403	American Security Bank NA, Washington, D.C	2,673,937,000
	FLORIDA	
200	Southeast Bank NA, Miami	5,554,736,000
497	Atlantic National Bank of Florida, Jacksonville	1,986,463,000
	GEORGIA	
274	Citizens & Southern National Bank, Atlanta	3,928,721,000
389	First National Bank, Atlanta	2,786,923,000
	HAWAII	
412	Bank of Hawaii, Honolulu	2,579,918,000
	ILLINOIS	
54	Continental Illincis NB&T Co., Chicago	28,635,668,000
55	First National Bank, Chicago	27,495,357,000
230	Harris Trust & Savings Bank, Chicago	4,727,252,000
258	Northern Trust Co., Chicago	4,100,789,000
454	American National Bank & Trust Co., Chicago	2,281,719,000
	INDIANA	
486	American Fletcher Nat'l Bank & Trust Co., Indianapolis	2,074,983,000
	MARYLAND	
380	Maryland National Bank, Baltimore	2,842,731,000
448	First National Bank, Baltimore	2,319,056,000
	MASSACHUSETTS	
118	First National Bank, Boston	10,960,124,000
375	Bank of New England NA, Boston	2,881,210,000
467	State Street Bank & Trust Co., Boston	2,191,640,000
488	Shawmut Bank of Boston NA	2,058,622,000
	MICHIGAN	
163	National Bank of Detroit	7,342,643,000
242	Comerica Bank-Detroit	4,315,387,000
314	Manufacturers National Bank, Detroit	3,424,475,000
	MINNESOTA	
303	First National Bank, Minneapolis	3,575,182,000
338	Norwest Bank, Minneapolis	3,137,712,000
482	First National Bank, St. Paul	2,096,691,000
	MISSOURI	
435	Mercantile Trust Co. NA, St. Louis	2,452,331,000
478	Centerre Bank NA, St. Louis	2,105,546,000
	NEVADA	
489	First Interstate Bank of Nevada NA, Reno	2,056,969,000
	NEW JERSEY	
425	Fidelity Union Bank, Newark	2,502,649,629

World Rank 12/31/82		Deposits in U. S. $ (a) 12/31/82 (b)
	NEW YORK	
8	Citibank NA, New York	74,544,000,000
17	Chase Manhattan Bank NA, New York	59,316,797,000
31	Manufacturers Hanover Trust Co., New York	43,579,255,000
40	Morgan Guaranty Trust Co., New York	39,807,553,000
53	Chemical Bank, New York	29,684,938,000
60	Bankers Trust Co., New York	25,295,957,000
100	Marine Midland Bank NA, Buffalo, N.Y	15,286,733,000t
114	Irving Trust Co., New York	12,435,442,000
137	Bank of New York	8,874,136,241
168	Republic National Bank, New York	6,925,592,000
190	American Express International Banking Corp., New York	5,723,000,000s
210	National Bank of North America, New York	5,218,623,000t
298	European American Bank & Trust Co., New York	3,619,417,000
309	Bank of Tokyo Trust Co., New York	3,506,813,027t
359	Lincoln First Bank NA, Rochester, N.Y	3,021,164,000
381	Israel Discount Bank of New York	2,835,902,000t
413	European American Banking Corp., New York(z)	2,571,219,000
440	Bank Leumi Trust Co., New York	2,386,868,233t
	NORTH CAROLINA	
180	NCNB National Bank of North Carolina, Charlotte	6,101,833,000
221	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C	4,940,353,358
290	First Union National Bank, Charlotte, N.C	3,707,503,000
	OHIO	
240	BancOhio National Bank, Columbus	4,334,176,000
252	AmeriTrust Co., Cleveland	4,164,729,000
376	Huntington National Bank, Columbus	2,875,519,000
410	National City Bank, Cleveland	2,591,757,000
	OKLAHOMA	
456	First National Bank & Trust Co., Oklahoma City	2,257,913,325
	OREGON	
265	United States National Bank of Oregon, Portland	4,051,069,000
271	First Interstate Bank of Oregon NA, Portland	3,993,327,000
	PENNSYLVANIA	
108	Mellon Bank NA, Pittsburgh	12,891,198,000
226	Pittsburgh National Bank	4,795,893,000
249	Philadelphia National Bank	4,191,780,000
305	First Pennsylvania Bank NA, Philadelphia	3,539,863,000
355	Fidelity Bank, Philadelphia	3,040,337,000
378	Girard Bank, Philadelphia	2,860,213,000
393	Provident National Bank, Philadelphia	2,762,159,000
434	Equibank, Pittsburgh	2,453,936,000
479	American Bank & Trust Co., Reading	2,102,305,000
500	Continental Bank, Norristown	1,977,840,000
	PUERTO RICO	
461	Banco Popular de Puerto Rico, San Juan	2,208,174,257
	RHODE ISLAND	
	Rhode Island	
352	Fleet National Bank, Providence	3,058,274,000
	TEXAS	
	Texas	
151	First City National Bank, Houston	7,908,839,000
152	InterFirst Bank Dallas NA	7,886,254,000
154	RepublicBank Dallas NA	7,878,961,000
169	Texas Commerce Bank NA, Houston	6,834,611,000
326	Mercantile National Bank, Dallas	3,284,189,000
422	Bank of the Southwest NA, Houston	2,516,581,000
	VIRGINIA	
308	United Virginia Bank, Richmond	3,518,611,000
342	Virginia National Bank, Norfolk	3,112,906,000
411	Bank of Virginia, Richmond	2,581,550,000
466	First & Merchants National Bank, Richmond	2,193,881,000
	WASHINGTON	
146	Seattle-First National Bank	8,215,778,000
245	Rainier National Bank, Seattle	4,261,717,794
482	First Interstate Bank of Washington NA, Seattle	2,037,411,890
	WISCONSIN	
443	First Wisconsin National Bank, Milwaukee	2,371,073,000

For footnotes see listing of the 500 Largest Banks in Deposits

Banks Ranked After the First 500

BANKS RANKED 501-750

World Rank 12/31/82	Deposits		in U. S. $ (a) 12/31/82 (b)
501	Credito Varesino, Varese	Italy	1,975,437,824t
502	Bank of Oman Ltd., Dubai	United Arab Emirate	1,973,437,989s
503	Arizona Bank, Phoenix	United States	1,970,553,118
504	Privredna Banka, Zagreb	Yugoslavia	1,967,216,256
505	Midlantic National Bank, Newark, N.J.	United States	1,959,736,000
506	First National Bank, Louisville, Ky.	United States	1,956,175,005
507	Banco de Bogota	Colombia	1,955,769,098s
508	Bank of Ikeda, Ltd. (e)	Japan	1,954,463,142
509	Norddeutsche Landesbank International, Luxembourg	Luxembourg	1,945,817,045t
510	Bank of Bahrain and Kuwait, Manama	Bahrain	1,942,791,840
511	J. Henry Schroder Wagg & Co. Ltd., London	United Kingdom	1,937,385,450
512	First Hawaiian Bank, Honolulu	United States	1,933,283,000
513	Banca Popolare di Verona	Italy	1,928,088,145
514	Arab Latin American Bank, Lima	Peru	1,911,634,974
515	Banque Nationale de Paris 'Intercontinentale'	France	1,909,484,090st
516	Indonesische Overzeese Bank, Amsterdam (g)	Netherlands	1,902,257,478
517	Hanshin Sogo Bank, Ltd., Kobe (e)	Japan	1,900,170,328
518	Banco Totta & Acores, Lisbon	Portugal	1,899,025,515u
519	First International Bank of Israel, Ltd., Tel-Aviv	Israel	1,895,568,180s
520	First Security Bank of Utah NA, Ogden	United States	1,889,545,000
521	Equitable Bank NA, Baltimore	United States	1,887,183,000
522	S.G. Warburg & Co. Ltd., London (g)	United Kingdom	1,882,658,675s
523	Kitanippon Sogo Bank, Ltd., Morioka (e)	Japan	1,882,219,122
524	Coutts & Co., London	United Kingdom	1,878,863,560t
525	Banco de la Republica Oriental del Uruguay, Montevideo	Uruguay	1,870,286,843
526	Sumitomo Bank of California, San Francisco	United States	1,867,495,962
527	Allied Bank of Texas, Houston	United States	1,859,232,000
528	Overseas Union Bank, Singapore	Singapore	1,852,472,700s
529	United Bank of Kuwait Ltd., London	United Kingdom	1,841,557,447
530	Stopanska Banka-Zdruzena Banka, Skopje	Yugoslavia	1,833,174,000
531	First National State Bank, Newark, N.J.	United States	1,829,521,000
532	Union Bank of Israel Ltd., Tel-Aviv	Israel	1,816,377,849t
533	Danske Provinsbank, Aarhus	Denmark	1,808,871,500s
534	Libyan Arab Foreign Bank, Tripoli (c)	Libya	1,787,982,679u
535	Uniao de Bancos Portugueses, Oporto	Portugal	1,785,742,942
536	Deutsche Girozentrale International, Luxembourg	Luxembourg	1,785,728,050t
537	Indiana National Bank, Indianapolis	United States	1,785,310,000
538	United Bank of India, Calcutta	India	1,785,233,524
539	Societe Nancelenne de Credit Industriel et Varin-Bernier	France	1,763,104,002
540	Bank of Okinawa, Ltd., Naha (e)	Japan	1,758,350,962
541	Kouchi Sogo Bank, Ltd. (e)	Japan	1,756,240,588
542	Uniao de Bancos Brasileiros, Rio de Janeiro	Brazil	1,742,730,154
543	Northwestern Bank, North Wilkesboro, N.C.	United States	1,742,096,000
544	Idaho First National Bank, Boise	United States	1,738,552,000
545	Banca del Gottardo, Lugano	Switzerland	1,730,480,888s
546	Burgan Bank, Kuwait	Kuwait	1,728,419,358
547	J. Henry Schroder Bank & Trust Co., New York	United States	1,725,755,000
548	S.F.E. Banking Corp., Nassau	Bahamas	1,721,071,000
549	Niigata Sogo Bank, Ltd. (e)	Japan	1,717,278,692
550	Liberty National Bank & Trust Co., Oklahoma City	United States	1,704,861,471
551	Banque de Neutilze, Schlumberger, Mallet, Paris	France	1,696,020,576t
552	Hamilton Bank, Lancaster, Pa	United States	1,689,111,000
553	Bank of Alexandria (c,f)	Egypt	1,681,800,570u
554	United States Trust Co., New York	United States	1,672,086,282
555	IntraWest Bank of Denver NA	United States	1,671,914,000
556	Banque de Paris et des Pays-Bas, Amsterdam(q)	Netherlands	1,671,517,018
557	Banco San Geminiano e San Prospero, Modena	Italy	1,667,670,845u
558	Albank Alsaudi Alhollandi, Jeddah	Saudi Arabia	1,667,233,287
559	Kagawa Sogo Bank, Ltd., Takamatsu (e)	Japan	1,666,454,782
560	United Bank of Denver NA	United States	1,660,198,000
561	Banque Intercontinentale Arabe, Paris	France	1,655,640,000
562	Aargauische Kantonalbank, Aarau	Switzerland	1,641,218,262
563	Trust Company Bank, Atlanta	United States	1,637,230,000
564	Zions First National Bank, Salt Lake City, Utah	United States	1,634,507,000
565	Kansai Sogo Bank, Ltd., Osaka (e)	Japan	1,634,304,146
566	Credito Bergamasco, Bergamo	Italy	1,625,558,809s
567	Banco Atlantico, Barcelona	Spain	1,624,480,253u
568	Banque de la Societe Financiere Europeenne, Paris	France	1,617,873,742s
569	Society National Bank, Cleveland	United States	1,615,175,000
570	Arab International Bank, Cairo (f)	Egypt	1,609,330,712
571	Andelsbanken-Danebank, Copenhagen	Denmark	1,603,216,907
572	Berliner Commerzbank, Berlin	Germany	1,602,492,350t
573	Suburban Bank, Bethesda, Md.	United States	1,599,584,261
574	Texas American Bank/Fort Worth NA	United States	1,597,033,000
575	Oldenburgische Landesbank, Oldenburg	Germany	1,594,613,340tu
576	Kyusyu Sogo Bank, Ltd., Sasebo (e)	Japan	1,594,207,040
577	Citizens Fidelity Bank & Trust Co., Louisville, Ky.	United States	1,587,157,000
578	National Bank of Commerce, Dar-es-Salaam (c,f)	Tanzania	1,580,500,800u
579	Central National Bank, Cleveland	United States	1,578,277,000
580	Tochigi Sogo Bank, Ltd., Utsunomiya (e)	Japan	1,573,084,690
581	Whitney National Bank, New Orleans, La.	United States	1,568,096,322
582	Landesbank Rheinland-Pfalz und Saar Intl, Luxembourg	Luxembourg	1,563,833,999t
583	Banco Fonsecas & Burnay, Lisbon	Portugal	1,561,603,500
584	United Jersey Bank, Hackensack, N.J.	United States	1,544,574,000
585	National Bank of New Zealand, Ltd., Wellington	New Zealand	1,538,996,893st
586	Bank fuer Oberoesterreich und Salzburg, Linz	Austria	1,530,510,890
587	French American Banking Corp., New York(z)	United States	1,523,511,786t
588	ANZ Banking Group (New Zealand) Ltd., Wellington (e)	New Zealand	1,517,729,910st
589	Arab National Bank, Riyadh	Saudi Arabia	1,512,475,142
590	Credit Industriel de l'Ouest, Nantes	France	1,511,561,973
591	City National Bank, Beverly Hills, Calif.	United States	1,507,955,000
592	Shiga Sogo Bank, Ltd., Otsu (e)	Japan	1,505,312,307
593	Mie Bank, Ltd., Yokkaichi (e)	Japan	1,501,004,438
594	First National Bank, Birmingham, Ala.	United States	1,497,697,000
595	Peoples National Bank, Seattle	United States	1,494,494,000
596	Banco del Estado de Chile, Santiago	Chile	1,493,463,374s
597	Banco de Sabadell	Spain	1,488,218,529
598	Barnett Bank of South Florida NA, Miami	United States	1,484,908,000
599	Banco Arabe Espanol, Madrid	Spain	1,483,706,884s
600	Old Stone Bank, Providence, R.I.	United States	1,482,677,000
601	Canadian Commercial & Industrial Bank, Edmonton	Canada	1,482,286,936
602	Yorkshire Bank Ltd., Leeds	United Kingdom	1,478,253,700s
603	Saudi British Bank, Riyadh	Saudi Arabia	1,477,639,765
604	Michigan National Bank, Lansing	United States	1,476,491,000
605	County Bank Ltd., London	United Kingdom	1,473,987,200t
606	Northern Bank Ltd., Belfast	United Kingdom	1,470,113,540t
607	Fuji Bank & Trust Co., New York	United States	1,469,960,620t
608	Ionian and Popular Bank of Greece, Athens	Greece	1,468,303,500
609	Industrial Valley Bank & Trust Co., Philadelphia	United States	1,467,220,000
610	Bank of N.T. Butterfield & Son, Ltd., Hamilton	Bermuda	1,467,146,609s
611	Akbank Turk, Istanbul	Turkey	1,466,140,159
612	South Carolina National Bank, Columbia	United States	1,465,536,000
613	Osuuspankkien Keskuspankki Oy, Helsinki	Finland	1,462,533,650s
614	Citibank (South Dakota) NA, Sioux Falls	United States	1,456,246,000
615	Banco Industrial de Venezuela, Caracas	Venezuela	1,454,105,681u
616	Manufacturers & Traders Trust Co., Buffalo, N.Y.	United States	1,450,784,000
617	F. van Lanschot, Bankiers, 's-Hertogenbosch	Netherlands	1,444,393,865s
618	Bayerische Volksbanken, Munich	Germany	1,444,346,984
619	Credit Suisse (Luxembourg)	Luxembourg	1,434,576,278t
620	Co-operative Bank Ltd., Manchester	United Kingdom	1,430,439,920s
621	Trinkaus & Burkhardt, Duesseldorf	Germany	1,429,826,972tu
622	First-Citizens Bank & Trust Co., Raleigh, N.C.	United States	1,421,031,497
623	Qatar National Bank, Doha	Qatar	1,417,106,418
624	First National Bank of Midland, Tex.	United States	1,413,283,167
625	Jyske Bank, Silkeborg	Denmark	1,409,958,884s

For footnotes see listing of the 500 Largest Banks in Deposits

World Rank 12/31/82	Deposits		in U. S. $ (a) 12/31/82 (b)
626	Cassa di Risparmi e Depositi di Prato	Italy	1,397,879,195
627	Heritage Bank NA, Jamesburg, N.J.	United States	1,396,558,000
628	International Commercial Bank Plc, London	United Kingdom	1,390,782,590
629	Deposit Guaranty National Bank, Jackson, Miss.	United States	1,389,523,000
630	Kanto Bank, Ltd., Tsuchiura (e)	Japan	1,386,381,726
631	Liechtensteinische Landesbank, Vaduz	Liechtenstein	1,380,298,864u
632	First Tennessee Bank NA, Memphis	United States	1,375,211,000
633	Gifu Sogo Bank, Ltd. (e)	Japan	1,373,038,356
634	Hokkaido Sogo Bank, Ltd., Sapporo (e)	Japan	1,372,472,612
635	Banco de Madrid	Spain	1,370,259,023st
636	Yapi ve Kredi Bankasi, Istanbul	Turkey	1,362,085,594
637	Koki Sogo Bank, Ltd., Wakayama (e)	Japan	1,346,362,782
638	Sun Bank NA, Orlando, Fla.	United States	1,335,745,000
639	Michigan National Bank, Detroit	United States	1,333,835,000
640	Toyama Sogo Bank, Ltd. (e)	Japan	1,333,451,164
641	Shimizu Bank, Ltd. (e)	Japan	1,331,165,856
642	Mitsui Manufacturers Bank, Los Angeles	United States	1,328,514,000t
643	Cooperative Central Bank Co. Ltd., Basle	Switzerland	1,325,144,115
644	Union National Bank, Pittsburgh	United States	1,323,055,000
645	Merchants National Bank & Trust Co., Indianapolis	United States	1,322,443,000
646	Imperial Bank, Los Angeles	United States	1,310,750,000
647	Banco Latino, Caracas	Venezuela	1,307,814,850
648	Osterreichische Credit-Institut, Vienna	Austria	1,303,556,557t
649	Banco de la Nacion, Lima	Peru	1,302,700,300u
650	Credit Chimique, Paris	France	1,298,154,182s
651	Banco Safra, Sao Paulo	Brazil	1,297,721,351s
652	First National Exchange Bank, Roanoke, Va.	United States	1,293,329,889
653	Citizens & Southern National Bank, Charleston, S.C.	United States	1,292,287,568
654	Rhode Island Hospital Trust National Bank, Providence	United States	1,286,574,000
655	Overseas Trust Bank Ltd., Hong Kong	Hong Kong	1,286,388,796s
656	Banque Marocaine du Commerce Exterieur, Casablanca	Morocco	1,273,440,000
657	Industrial Bank of Japan Trust Co., New York	United States	1,273,140,000t
658	Banca Agricola Milanese, Milan	Italy	1,272,855,699
659	Old Kent Bank & Trust Co., Grand Rapids, Mich.	United States	1,271,933,000
660	Skopbank, Helsinki	Finland	1,265,320,483s
661	L'Europeenne de Banque, Paris	France	1,264,034,223u
662	Banco de Chile, Santiago	Chile	1,262,455,644s
663	Multibanco Comermex, Chihuahua	Mexico	1,258,110,983u
664	International Commercial Bank of China, Taipei	Taiwan	1,257,462,498u
665	Allahabad Bank, Calcutta	India	1,256,197,980
666	Third National Bank, Nashville, Tenn.	United States	1,254,878,000
667	Taiko Sogo Bank, Ltd., Nagaoka (e)	Japan	1,252,471,610
668	Banca Popolare di Padova e Treviso, Padua	Italy	1,251,421,664
669	Fukushima Sogo Bank, Ltd. (e)	Japan	1,249,036,204
670	Discount Bank (Overseas) Ltd., Geneva	Switzerland	1,248,605,539s
671	Toho Sogo Bank, Ltd., Matsuyama (e)	Japan	1,243,226,162
672	First Security Bank of Idaho NA, Boise	United States	1,243,151,527
673	Citibank AG, Frankfurt	Germany	1,239,826,000t
674	RepublicBank Houston NA	United States	1,238,440,396
675	Barclays Bank of New York NA	United States	1,232,949,000t
676	Banque Scalbert DuPont, Lille	France	1,231,802,000
677	Deutsche Laenderbank, Frankfurt	Germany	1,231,530,307t
678	Banca Popolare di Modena	Italy	1,231,304,774
679	Frost National Bank, San Antonio, Tex.	United States	1,227,393,389
680	Dai-Ichi Sogo Bank Ltd., Tokyo (e)	Japan	1,224,884,146
681	Banco de Ponce, P.R.	United States	1,224,427,815
682	BHF-Bank International, Luxembourg	Luxembourg	1,224,082,585t
683	Bank of Oklahoma NA, Tulsa	United States	1,219,351,000
684	Tokushima Sogo Bank, Ltd. (e)	Japan	1,219,200,652
685	Shanghai Commercial Bank, Ltd., Hong Kong	Hong Kong	1,215,421,125
686	National Bank of Bahrain, Manama (c)	Bahrain	1,209,725,000
687	Credit Bank, Athens	Greece	1,204,261,754
688	M.M. Warburg-Brinckmann, Wirtz & Co., Hamburg	Germany	1,203,895,000s
689	Bank of East Asia, Ltd., Hong Kong	Hong Kong	1,202,996,572
690	Ugo Bank, Ltd., Akita (e)	Japan	1,202,101,784
691	First American Bank of Nashville NA, Tenn.	United States	1,196,441,000
692	Asahi Sogo Bank, Ltd., Kagoshima (e)	Japan	1,189,893,624
693	National Bank of Dubai Ltd., Dubai	United Arab Emirate	1,189,853,643
694	Citibank (Luxembourg)	Luxembourg	1,188,282,262t
695	Union Trust Co., Baltimore	United States	1,188,013,000
696	Jamahiriya Bank, Tripoli	Libya	1,182,269,831
697	Banque Louis-Dreyfus, Paris	France	1,181,140,000
698	Union Trust Co., Stamford, Conn.	United States	1,177,567,000
699	Branch Banking Trust Co., Wilson, N.C.	United States	1,164,302,000
700	Banque Nationale de Paris (Luxembourg)	Luxembourg	1,163,254,833t
701	Bank Al-Jazira, Jeddah	Saudi Arabia	1,156,578,744
702	Charterhouse Japhet Plc, London	United Kingdom	1,152,945,150s
703	Wilmington Trust Co., Del.	United States	1,151,005,000
704	BayBank Middlesex, Burlington, Mass.	United States	1,150,860,774
705	Societe Centrale de Banque, Paris	France	1,150,823,650st
706	First National Bank, Jackson, Miss.	United States	1,146,037,863
707	United Overseas Bank, Geneva	Switzerland	1,141,840,104
708	Exchange Bank & Trust Co. of Florida, Tampa	United States	1,140,809,000
709	New Jersey National Bank, Trenton	United States	1,137,041,000
710	Shonai Bank, Ltd., Tsuruoka (e)	Japan	1,129,857,764
711	Sundsvallsbanken, Sundsvall	Sweden	1,129,370,886
712	Banca Agricola Mantovana, Mantova	Italy	1,129,354,266u
713	Dena Bank, Bombay	India	1,125,243,900
714	Banque de Paris et des Pays-Bas pour le Grand Duche	Luxembourg	1,119,239,358
715	Banca Serfin, Mexico City	Mexico	1,119,024,134u
716	Central Trust Co. NA, Cincinnati	United States	1,116,549,448
717	Kure Sogo Bank, Ltd. (e)	Japan	1,116,171,970
718	European Brazilian Bank, Ltd., London	United Kingdom	1,114,821,960
719	Bank of Maharashtra, Poona City	India	1,114,604,400
720	Bank in Liechtenstein, Vaduz	Liechtenstein	1,109,544,000
721	Hessische Landesbank International, Luxembourg	Luxembourg	1,107,893,660
722	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa.	United States	1,107,523,000
723	Barclays Merchant Bank Ltd., London	United Kingdom	1,105,538,700st
724	Nordfinanz-Bank Zurich	Switzerland	1,095,548,208st
725	National Bank of Canada (International) Ltd., Nassau	Bahamas	1,093,970,084
726	Bankers Trust of South Carolina, Columbia	United States	1,093,619,000
727	Bank One of Columbus NA, Ohio	United States	1,092,834,025
728	Citibank (New York) NA, Buffalo	United States	1,091,974,000
729	Shokusan Sogo Bank, Ltd., Yamagata (e)	Japan	1,090,914,478
730	Old National Bank, Spokane, Wash.	United States	1,084,920,016
731	Commerce Union Bank, Nashville, Tenn.	United States	1,083,465,255
732	First National Bank, Fort Worth, Tex.	United States	1,082,431,809
733	Banco Zaragozano	Spain	1,081,720,561
734	Daito Sogo Bank, Ltd., Koriyama (e)	Japan	1,074,645,616
735	First National Bank of Florida, Tampa	United States	1,063,930,000
736	Banco di Roma per la Svizzera, Lugano	Switzerland	1,058,571,395
737	Societe Marseillaise de Credit, Marseille	France	1,052,733,438
738	First National Bank & Trust Co., Tulsa, Okla.	United States	1,050,425,000
739	Long Island Trust Co. NA, Garden City, N.Y.	United States	1,049,794,000t
740	National Community Bank, Rutherford, N.J.	United States	1,047,184,600
741	Key Bank NA, Albany, N.Y.	United States	1,047,150,048
742	InterFirst Bank Houston NA	United States	1,045,249,000
743	Tottori Bank, Ltd. (e)	Japan	1,041,944,124
744	Yamagata Sogo Bank, Ltd. (e)	Japan	1,040,444,158
745	Liberty National Bank & Trust Co., Louisville, Ky.	United States	1,040,384,000
746	Union Bank of Norway Ltd., Oslo	Norway	1,038,124,055
747	Ibaragi Sogo Bank, Ltd., Mito (e)	Japan	1,035,877,264
748	F & M Marquette National Bank, Minneapolis	United States	1,035,409,000
749	Colonial Bank, Waterbury, Conn.	United States	1,034,800,000
750	Akita Sogo Bank, Ltd. (e)	Japan	1,031,221,042
751	Higo Sogo Bank, Ltd., Kumamoto (e)	Japan	1,029,311,656
752	Morgan Bank (Delaware), Wilmington	United States	1,027,150,000

Banks Ranked After the First 500

BANKS RANKED 755-1,000

World Rank 12/31/82	Deposits		in U. S. $ (a) 12/31/82 (b)
753	SouthTrust Bank of Alabama NA, Birmingham	United States	1,024,794,386
754	Siam Commercial Bank Ltd., Bangkok	Thailand	1,022,947,244
755	Yamaguchi Sogo Bank Ltd., Tokuyama (e)	Japan	1,022,362,682
756	Banco Intercontinental Espanol, Madrid	Spain	1,020,879,094
757	Banco Economico, Salvador	Brazil	1,020,391,449s
758	Huntington Bank of Northeast Ohio, Cleveland	United States	1,017,350,001
759	Union Bank of the Middle East Ltd., Dubai	United Arab Emirate	1,015,579,004
760	Kumamoto Sogo Bank, Ltd. (e)	Japan	1,013,165,620
761	First National Bank of South Carolina, Columbia	United States	1,001,259,000
762	Vereins-und Westbank Internationale, Luxembourg	Luxembourg	999,548,655st
763	Baring Brothers & Co., Ltd., London	United Kingdom	999,175,660s
764	Banca Centro-Sud, Naples	Italy	998,449,044t
765	Union Bank of Finland International, Luxembourg	Luxembourg	997,760,096t
766	Credito Emiliano Reggio Emilia	Italy	994,536,905
767	Banco de Andalucia, Jerez de la Frontera	Spain	989,839,463
768	Fuso Sogo Bank, Ltd., Tottori (e)	Japan	985,887,082
769	UBAF Arab American Bank, New York	United States	984,835,000t
770	Tajima Bank, Ltd., Hyogo (e)	Japan	978,941,830
771	First National Bank, Cincinnati	United States	978,148,000
772	Dubai Bank Ltd., Dubai	United Arab Emirate	977,048,593
773	Banco de la Provincia de Buenos Aires	Argentina	975,779,600
774	Northeastern Bank of Pennsylvania, Wilkes-Barre	United States	974,952,000
775	Handelsbank N.W./Zurich	Switzerland	974,730,918st
776	Union Planters National Bank, Memphis	United States	969,340,000
777	Manufacturers Hanover Banque Nordique, Paris	France	967,113,052t
778	Hibernia National Bank, New Orleans, La	United States	965,868,000
779	Credit General S.A. de Banque, Brussels	Belgium	965,155,407t
780	Bank of the West, San Francisco	United States	964,588,000t
781	Banca Della Svizzera Italiana (Overseas) Ltd., Nassau	Bahamas	964,291,729
782	Bank of Communications, Taipei	Taiwan	960,733,477u
783	Golden State Sanwa Bank, San Francisco	United States	960,603,000t
784	Albuquerque National Bank, N.M	United States	960,411,686
785	Bank of Helsinki, Ltd	Finland	958,348,706
786	Sanyo Sogo Bank, Ltd., Okayama (e)	Japan	955,822,477
787	Banco Industrial de Bilbao	Spain	949,268,561t
788	Colorado National Bank, Denver	United States	947,723,000
789	Banco Mercantil de Sao Paulo	Brazil	945,477,433
790	New Jersey Bank NA, West Paterson	United States	943,401,000
791	Banco de Credito del Peru, Lima	Peru	943,084,105
792	Kasyu Sogo Bank, Ltd., Kanazawa (e)	Japan	942,242,910
793	African Continental Bank Ltd., Lagos (c,e)	Nigeria	939,148,210
794	First National Bank, Totowa, N.J	United States	938,908,000
795	First American Bank of Virginia, McLean	United States	938,885,000
796	Banco Consolidado, Caracas	Venezuela	937,996,717
797	Japan International Bank Ltd., London	United Kingdom	936,436,040
798	First National Bank of Commerce, New Orleans, La	United States	935,477,000
799	Citizens Commercial & Savings Bank, Flint, Mich	United States	934,505,254
800	Banco Nacional, Belo Horizonte	Brazil	933,882,125s
801	Bank of Credit & Commerce (Emirates), Abu Dhabi	United Arab Emirate	933,126,865
802	H. Albert de Bary & Co., Amsterdam (e)	Netherlands	931,788,000
803	Nagano Sogo Bank, Ltd., Matsumoto (e)	Japan	931,709,650
804	United Bank of Arizona, Phoenix	United States	929,282,000
805	Fifth Third Bank, Cincinnati	United States	925,205,000
806	Commonwealth National Bank, Harrisburg, Pa	United States	924,671,000
807	United Missouri Bank of Kansas City NA	United States	922,991,000
808	Shinko Sogo Bank, Ltd., Sendai (e)	Japan	919,687,590
809	Commercial Bank of Ethiopia, Addis Ababa(c)	Ethiopia	918,317,635
810	Skandinaviska Enskilda Banken (Luxembourg)	Luxembourg	916,422,553t
811	First National Bank, Allentown, Pa	United States	914,818,000
812	State Bank of Albany, N.Y	United States	912,785,813
813	Banco de Valencia	Spain	912,067,692
814	Winters National Bank & Trust Co., Dayton, Ohio	United States	906,051,000
815	National State Bank, Elizabeth, N.J	United States	903,390,064
816	InterFirst Bank Austin NA, Tex	United States	902,495,000
817	Norske Creditbank (Luxembourg)	Luxembourg	899,412,913t
818	Bank of Credit & Commerce International (Nigeria) Ltd	Nigeria	897,100,630
819	Stuttgarter Volksbank, Stuttgart	Germany	895,797,000
820	Kokumin Sogo Bank, Ltd., Tokyo (e)	Japan	889,595,220
821	First Jersey National Bank, Jersey City, N.J	United States	880,903,000
822	Hanse Bank, Luxembourg	Luxembourg	877,992,345t
823	First National Bank, Akron, Ohio	United States	877,301,000
824	National Bank of Washington, D.C	United States	876,288,000
825	Puget Sound National Bank, Tacoma, Wash	United States	872,674,000
826	Banque Vernes et Commerciale de Paris	France	870,160,000
827	Central Bank, San Francisco, Calif	United States	868,262,000
828	Banco di Chiavari e della Riviera Ligure, Genoa	Italy	867,572,129t
829	Svenska Handelsbanken, Luxembourg	Luxembourg	867,527,955t
830	LaSalle National Bank, Chicago	United States	861,691,000t
831	Allgemeine Deutsche Credit-Anstalt, Frankfurt	Germany	857,995,525s
832	Exchange National Bank, Chicago	United States	843,718,000
833	Toledo Trust Co., Ohio	United States	843,053,618
834	Banco de Financiacion Industrial, Madrid	Spain	842,475,014t
835	Societe Tunisienne de Banque, Tunis (c)	Tunisia	842,314,867
836	Nedfin Bank, Ltd., Johannesburgh (e)	South Africa	838,603,224t
837	National Bank of Commerce, San Antonio, Tex	United States	836,935,987
838	Chubu Sogo Bank, Ltd., Shizuoka (e)	Japan	836,463,670
839	Badische Kommunale Landesbank International, Luxembourg	Luxembourg	836,351,427
840	Italian International Bank Ltd., London (c)	United Kingdom	833,534,030st
841	Daiwa Bank Trust Co., New York	United States	831,748,651t
842	Deutsch Bank (Asia Credit) Ltd., Singapore	Singapore	823,815,643t
843	Central Bank of Denver	United States	823,098,000
844	Shizuoka Sogo Bank, Ltd., Numazu (e)	Japan	822,800,208
845	Skanska Banken, Malmo	Sweden	821,450,106
846	Commerce Bank of Kansas City NA, Mo	United States	819,200,000
847	Louisiana National Bank, Baton Rouge, La	United States	815,498,000
848	Marine Bank NA, Milwaukee, Wis	United States	815,075,000
849	Hibernia Bank, San Francisco	United States	814,948,000
850	Rijecka Banka, Rijeka	Yugoslavia	814,159,656
851	Raiffeisen-Zentralbank Kurhessen, Kassel	Germany	810,759,975
852	Bank fur Karten, Klagenfurt	Austria	807,744,139
853	Chung Khiaw Bank Ltd., Singapore	Singapore	801,355,057t
854	Norwest Bank Des Moines NA, Iowa	United States	800,002,000
855	First National Bank, Kansas City, Mo	United States	799,973,000
856	First Peoples Bank of New Jersey, Haddon Twp	United States	796,771,000
857	Danske Bank International, Luxembourg	Luxembourg	796,724,874t
858	Bank fur Tirol und Vorarlberg, Linz	Austria	796,322,580t
859	City National Bank, Detroit	United States	793,490,000
860	Banca Popolare di Sondrio	Italy	792,358,906
861	First Nat'l State Bank of South Jersey, Burlington Twp	United States	789,230,000
862	M & I Marshall & Ilsley Bank, Milwaukee, Wis	United States	788,307,000
863	Australia Resources Development Bank Ltd., Melbourne (e)	Australia	785,113,394
864	Capital Bank NA, Houston	United States	783,881,000
865	Wermlandsbanken, Karlstad	Sweden	782,777,400
866	International Cooperative Bank Co. Ltd., Basle	Switzerland	782,446,339t
867	Fourth National Bank & Trust Co., Wichita, Kan	United States	780,375,000
868	Bank of the South NA, Atlanta	United States	779,691,000
869	Boatmen's National Bank, St. Louis, Mo	United States	779,609,000
870	Associated Japanese Bank (International) Ltd., London	United Kingdom	779,319,900
871	First City Bank of Dallas	United States	776,431,067
872	Banco Industrial de Cataluna, Barcelona	Spain	775,000,899t
873	Bank of Ayudhya, Ltd., Bangkok	Thailand	774,540,838
874	First Virginia Bank, Falls Church	United States	773,683,916
875	Citytrust, Bridgeport, Conn	United States	773,215,000
876	Valley Bank of Nevada, Las Vegas	United States	773,104,408
877	Wakayama Sogo Bank, Ltd. (e)	Japan	771,094,184
878	Banco del Atlantico, Mexico City (c,e)	Mexico	770,942,505
879	Banco Guipuzcoano, San Sebastian	Spain	770,316,964
880	Dow Banking Corp., Zurich	Switzerland	768,088,905u
881	European Banking Co., London	United Kingdom	765,651,600
882	Bangkok Bank of Commerce Ltd	Thailand	765,136,294
883	Splitska Banka, Split	Yugoslavia	764,856,576
884	Southern Bank & Trust Co., Greenville, S.C	United States	761,209,000
885	Tohuku Bank, Ltd., Morioka (e)	Japan	760,940,568
886	First Eastern Bank NA, Wilkes-Barre, Pa	United States	756,942,000
887	Kyoto Sogo Bank, Ltd. (e)	Japan	756,928,252
888	Bank of the Commonwealth, Detroit	United States	756,543,000
889	Deutsch-Skandinavische Bank, Frankfurt	Germany	755,011,495st
890	Banca March, Palma de Mallorca	Spain	752,679,529u
891	Khalij Commercial Bank Ltd., Abu Dhabi	United Arab Emirate	749,566,245
892	First National Bank, Shreveport, La	United States	744,249,000
893	United Carolina Bank, Whiteville, N.C	United States	741,126,000
894	Southern National Bank, Lumberton, N.C	United States	740,673,696
895	Genesee Merchants Bank & Trust Co., Flint, Mich	United States	740,159,000
896	NCNB National Bank of Florida, Boca Raton	United States	737,448,864
897	Oneida National Bank, Utica, N.Y	United States	735,928,048
898	PK Banken International (Luxembourg)	Luxembourg	734,925,394t
899	Flagship National Bank, Miami	United States	733,982,000
900	BancTexas Dallas NA	United States	732,779,000
901	Amalgamated Bank, New York	United States	731,058,000
902	Texas Commerce Bank-Austin NA	United States	730,458,238
903	Uplandsbanken, Upsala	Sweden	729,964,800
904	Bank of Delaware, Wilmington	United States	726,999,000
905	Banco de Santander-Puerto Rico, Hato Rey	United States	726,264,413t
906	First National Bank, Amarillo, Tex	United States	725,503,659
907	Ost-West Handelsbank, Frankfurt	Germany	723,188,437
908	Royal Bank of Canada, Frankfurt (e)	Germany	721,506,226s
909	London & Continental Bankers, London (c)	United Kingdom	720,129,839
910	Privatbanken International (Denmark) S.A., Luxembourg	Luxembourg	718,034,711t
911	Commercial National Bank, Shreveport, La	United States	717,826,000
912	Omaha National Bank, Neb	United States	714,421,000
913	Central Fidelity Bank NA, Lynchburg, Va	United States	712,651,000
914	Security Bank & Trust Co., Southgate, Mich	United States	712,048,000
915	Fidelity Bank NA, Oklahoma City	United States	710,303,000
916	Central Penn National Bank, Philadelphia	United States	708,748,000
917	Metropolitan Bank & Trust Co., Makati	Philippines	705,276,683s
918	First Interstate Bank of Utah NA, Salt Lake City	United States	700,513,931
919	Laredo National Bank, Tex	United States	698,590,339
920	Banco Central Corp., Hato Rey, P.R	United States	698,146,890t
921	Barclays Bank of California, San Francisco	United States	696,306,000t
922	Howa Sogo Bank, Ltd., Oita (e)	Japan	695,076,056
923	National Bank of Alaska, Anchorage	United States	694,515,000
924	Oregon Bank, Portland	United States	693,275,000
925	Banca Popolare dell'Etruria, Arezzo	Italy	690,631,829
926	Citizens First National Bank, Ridgewood, N.J	United States	688,800,000
927	Bank of the Philippine Islands, Manila (c)	Philippines	688,769,253
928	Banque de Commerce, Antwerp	Belgium	687,949,054t
929	Miyazaki Sogo Bank, Ltd. (e)	Japan	686,861,602
930	Schroder, Munchmeyer, Hengst & Co., Hamburg	Germany	686,686,377u
931	Okinawa Sogo Bank, Ltd., Naha (e)	Japan	685,964,600
932	Arbejdernes Landsbank, Copenhagen	Denmark	683,076,557
933	Trust Company of New Jersey, Jersey City	United States	682,148,000
934	Citizens Bank & Trust Co., Riverdale, Md	United States	680,961,052
935	Brown Brothers Harriman & Co., New York	United States	677,318,101
936	National Bank of Oman, Muscat	Oman	675,834,319
937	Bank of America International, Luxembourg	Luxembourg	674,974,362tu
938	Bank of Ceylon, Colombo	Sri Lanka	673,872,810
939	Southeast National Bank of Pennsylvania, Malvern	United States	672,083,000
940	Security Trust Co. of Rochester, N.Y	United States	671,605,052
941	Nagasaki Sogo Bank, Ltd. (e)	Japan	671,415,302
942	Central Fidelity Bank NA, Richmond	United States	670,740,000
943	Banco Garriga Nogues, Barcelona	Spain	669,827,411
944	Marine Bank, Warren, Pa	United States	668,128,000
945	San Diego Trust & Savings Bank, Calif	United States	667,700,000
946	Banco do Estado do Rio de Janeiro	Brazil	665,280,442
947	Guaranty Bank & Trust Co., Lafayette, La	United States	663,824,229
948	Chikuho Bank, Ltd., Kurume (e)	Japan	662,973,806
949	Osaka Sogo Bank, Ltd. (e)	Japan	657,055,826
950	Handelsbank in Lubeck	Germany	650,726,562s
951	Commerzbank (South East Asia) Ltd., Singapore	Singapore	650,340,365t
952	First American Bank NA, Washington, D.C	United States	645,886,484
953	Shawmut Worcester County Bank NA, Worcester, Mass	United States	642,487,000
954	Arlington Trust Co., Lawrence, Mass	United States	640,715,000
955	Fukui Sogo Bank, Ltd. (e)	Japan	635,743,654
956	Ostgotabanken, Linkoping	Sweden	634,179,000
957	Florida National Bank, Jacksonville	United States	632,931,000
958	Sun Bank/South Florida NA, Fort Lauderdale	United States	631,840,000
959	American National Bank & Trust Co., Chattanooga, Tenn	United States	631,654,919
960	American National Bank, Morristown, N.J	United States	629,256,000
961	Bangkok Metropolitan Bank Ltd	Thailand	628,144,631
962	Liberty National Bank, Buffalo, N.Y	United States	627,161,641
963	First Seneca Bank & Trust Co., Butler, Pa	United States	623,673,000
964	Tokai Bank Nederland, Amsterdam (g)	Netherlands	621,490,709t
965	Pan American Bank NA, Miami	United States	618,276,000
966	Continental National Bank, Fort Worth, Tex	United States	618,267,893
967	Banque Europeenne de Tokyo, Paris	France	618,149,364
968	Grindlays Bank, Paris	France	613,568,792t
969	National Bank of Commerce, Memphis	United States	608,729,000
970	Provident Bank, Cincinnati	United States	604,844,000
971	Merchants National Bank, Allentown, Pa	United States	604,527,000
972	El Paso National Bank, Tex	United States	603,684,425
973	Valley National Bank, Passaic, N.J	United States	603,374,116
974	Delaware Trust Co., Wilmington	United States	602,940,689
975	BayBank Norfolk County Trust Co., Dedham, Mass	United States	600,730,744
976	State National Bank, El Paso, Tex	United States	599,370,000
977	Landmark First National Bank, Ft. Lauderdale, Fla	United States	599,354,122
978	British Linen Bank, Edinburgh	United Kingdom	595,950,000t
979	Central Carolina Bank & Trust Co., Durham, N.C	United States	595,438,000
980	Bank of New Jersey, Camden	United States	595,329,000
981	Kansallis International Bank, Luxembourg	Luxembourg	593,152,056t
982	Chemical Bank (Delaware), Wilmington	United States	592,905,000
983	Berliner Bank International, Luxembourg	Luxembourg	592,827,017t
984	Siam City Bank, Ltd., Bangkok (c)	Thailand	591,637,447
985	United American Bank, Knoxville, Tenn	United States	590,861,237
986	Barnett Bank of Central Florida NA, Winter Park	United States	589,357,000
987	Banque Belgo-Zairoise, Brussels	Belgium	585,395,866
988	Singer & Friedlander, Ltd., London	United Kingdom	584,430,000
989	First Bank of South Dakota NA, Sioux Falls	United States	584,344,000
990	Bank Morgan Labouchere, Amsterdam	Netherlands	584,292,305
991	First National Bank, Albuquerque, N.M	United States	581,365,886
992	Banque Hervet, Bourges (c)	Australia	580,934,000s
993	First Interstate Bank of Idaho NA, Boise	United States	580,738,126
994	United Penn Bank, Wilkes-Barre, Pa	United States	579,214,000
995	Pennbank, Warren, Pa	United States	578,827,000
996	Bank of Pennsylvania, Reading	United States	576,794,895
997	First Security Nat'l Bank & Trust Co., Lexington, Ky	United States	573,236,000
998	Banco Herrero, Oviedo	Spain	571,866,750
999	Deutsche Bank Saar, Saarbrucken	Germany	571,670,772t
1,000	Mercantile-Safe Deposit & Trust Co., Baltimore	United States	571,083,463

For footnotes see listing of the 500 Largest Banks in Deposits

Alphabetical Listing of World's Top 500 Banks Ranked By Deposits

(With Asset Ranks Also Shown)

Compiled by American Banker Copyright 1983

Name of Bank, Country		Deposit Rank 12/31/82	Asset Rank
A			
Akita Bank, Ltd.	Japan	357	394
Alahli Bank of Kuwait	Kuwait	233	269
Algemene Bank Nederland, Amsterdam	Netherlands	35	36
Allied Irish Banks Ltd., Dublin	Ireland	161	173
AmeriTrust Co., Cleveland	United States	252	245
American Bank & Trust Co., Reading, Pa.	United States	479	499
American Express International Banking Corp., New York (y)	United States	190	193
American Fletcher Nat'l Bank & Trust Co., Indianapolis	United States	486	469
American National Bank & Trust Co., Chicago	United States	454	434
American Security Bank NA, Washington, D.C.	United States	403	416
Amsterdam-Rotterdam Bank, Amsterdam	Netherlands	39	43
Aomori Bank, Ltd.	Japan	388	421
Arab African International Bank, Cairo	Egypt	332	366
Arab Bank Ltd., Amman	Jordan	139	157
Arab Banking Corp., Manama	Bahrain	171	177
Ashikaga Bank, Ltd., Utsunomiya	Japan	142	149
Atlantic National Bank of Florida, Jacksonville	United States	497	496
Australia & New Zealand Banking Group, Ltd., Melbourne	Australia	95	100
Awa Bank, Ltd., Tokushima	Japan	335	376
B			
BFG Luxembourg	Luxembourg	295	343
Baden-Wuerttembergische Bank, Stuttgart	Germany	328	395
Badische Kommunale Landesbank-Girozentrale, Mannheim	Germany	138	155
BancOhio National Bank, Columbus	United States	240	253
Banca Catalana, Barcelona	Spain	316	324
Banca Cattolica del Veneto, Vicenza	Italy	347	363
Banca Commerciale Italiana, Milan	Italy	45	49
Banca Nazionale del Lavoro, Rome	Italy	36	37
Banca Nazionale dell'Agricoltura, Rome	Italy	117	118
Banca Popolare di Bergamo	Italy	371	342
Banca Popolare di Milano, Milan	Italy	178	151
Banca Popolare di Novara	Italy	136	141
Banca Provinciale Lombarda, Bergamo	Italy	321	308
Banca S. Paolo-Brescia, Brescia	Italy	433	453
Banca Toscana, Florence	Italy	216	231
Banca d'America e d'Italia, Milan	Italy	432	426
Banca della Svizzera Italiana, Lugano	Switzerland	372	414
Banco Borges & Irmao, Oporto	Portugal	409	430
Banco Brasileiro de Descontos, Osasco	Brazil	219	160
Banco Central, Madrid	Spain	80	91
Banco Espanol de Credito, Madrid	Spain	92	57
Banco Espirito Santo e Comercial, Lisbon	Portugal	394	371
Banco Exterior de Espana, Madrid	Spain	126	115
Banco Hispano-Americano, Madrid	Spain	99	103
Banco Itau, Sao Paulo	Brazil	354	207
Banco Lariano, Como	Italy	346	370
Banco Mercantil y Agricola, Caracas	Venezuela	474	480
Banco Nacional Ultramarino, Lisbon	Portugal	419	400
Banco Nacional de Mexico, Mexico City	Mexico	244	292
Banco Pastor, Coruna	Spain	480	539
Banco Pinto & Sotto Mayor, Lisbon	Portugal	373	368
Banco Popular Espanol, Madrid	Spain	157	164
Banco Popular de Puerto Rico, San Juan	United States	461	473
Banco Portugues do Atlantico, Oporto	Portugal	282	261
Banco Provincial, Caracas	Venezuela	496	506
Banco Real, Sao Paulo	Brazil	471	307
Banco Union, Caracas	Venezuela	473	498
Banco Union, Madrid	Spain	472	495
Banco Urquijo, Madrid	Spain	362	381
Banco de Bilbao	Spain	104	111
Banco de Santander	Spain	130	124
Banco de Venezuela, Caracas	Venezuela	484	492
Banco de Vizcaya, Bilbao	Spain	134	121
Banco de la Nacion Argentina, Buenos Aires	Argentina	220	126
Banco di Napoli, Naples	Italy	98	98
Banco di Roma, Rome	Italy	67	70
Banco di Santo Spirito, Rome	Italy	150	159
Banco di Sardegna, Sassari	Italy	407	425
Banco di Sicilia, Palermo	Italy	112	113
Banco do Brasil, Brasilia	Brazil	65	20
Banco do Estado de Sao Paulo	Brazil	300	180
Bancomer, Mexico City	Mexico	237	276
Bangkok Bank, Ltd.	Thailand	197	182
Bank Bumi Daya, Jakarta	Indonesia	275	323
Bank Bumiputra Malaysia Berhad, Kuala Lumpur	Malaysia	176	187
Bank Dagang Negara, Jakarta	Indonesia	289	317
Bank Hapoalim, Tel-Aviv	Israel	94	83
Bank Leu, Ltd., Zurich	Switzerland	263	289
Bank Leumi Trust Co., New York	United States	440	463
Bank Leumi le-Israel, Tel-Aviv	Israel	68	77
Bank Mees & Hope, Amsterdam	Netherlands	260	254
Bank Melli Iran, Tehran	Iran	77	72
Bank Negara Indonesia 1946, Jakarta	Indonesia	234	277
Bank Rakjat Indonesia, Jakarta	Indonesia	391	383
Bank Saderat Iran, Tehran	Iran	107	106
Bank fuer Arbeit und Wirtschaft, Vienna	Austria	185	224
Bank fuer Gemeinwirtschaft, Frankfurt	Germany	73	81
Bank fuer Handel und Industrie, Berlin	Germany	319	377
Bank of America NT&SA, San Francisco	United States	1	1
Bank of Baroda, Bombay	India	238	283
Bank of Bermuda, Ltd., Hamilton	Bermuda	485	544
Bank of British Columbia, Vancouver	Canada	428	479
Bank of California NA, San Francisco	United States	396	369
Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown	Cayman Islands	307	356
Bank of Credit & Commerce International, Luxembourg	Luxembourg	345	405
Bank of Fukuoka, Ltd.	Japan	148	156
Bank of Hawaii, Honolulu	United States	412	455
Bank of Hiroshima, Ltd.	Japan	149	161
Bank of India, Bombay	India	247	303
Bank of Ireland, Dublin	Ireland	172	185
Bank of Kuwait and the Middle East	Kuwait	329	392
Bank of Kyoto, Ltd.	Japan	202	227
Bank of Montreal	Canada	30	34
Bank of New England NA, Boston	United States	375	364
Bank of New York	United States	137	125
Bank of New Zealand, Ltd., Wellington	New Zealand	286	337
Bank of Nova Scotia, Toronto	Canada	41	45
Bank of Osaka, Ltd.	Japan	390	422
Bank of Saga, Ltd.	Japan	455	488
Bank of Scotland, Edinburgh	United Kingdom	170	183
Bank of Seoul and Trust Co.	Korea	129	143
Bank of Taiwan, Taipei	Taiwan	175	186
Bank of Tokyo Trust Co., New York	United States	309	350
Bank of Tokyo, Ltd.	Japan	24	18
Bank of Virginia, Richmond	United States	411	417
Bank of Yokohama, Ltd.	Japan	90	93
Bank of the Ryukyus, Ltd., Naha	Japan	457	497
Bank of the Southwest NA, Houston	United States	422	448
Bankers Trust Co., New York	United States	60	54
Bankhaus Sal. Oppenheim jr. & Cie., Cologne	Germany	280	322
Banque Bruxelles Lambert, Brussels	Belgium	78	90
Banque Cantonale Vaudoise, Lausanne	Switzerland	374	365
Banque Cantonale de Berne	Switzerland	296	344
Banque Commerciale pour l'Europe du Nord, Paris	France	243	274
Banque Francaise du Commerce Exterieur, Paris	France	140	102
Banque Generale du Luxembourg	Luxembourg	294	340
Banque Indosuez, Paris	France	79	71
Banque Internationale a Luxembourg	Luxembourg	277	321
Banque Internationale pour l'Afrique Occidentale, Paris	France	475	386
Banque Misr, Cairo	Egypt	270	279
Banque Nationale de Paris	France	2	2
Banque Nationale de Paris Plc, London	United Kingdom	400	460
Banque Paribas, Paris	France	101	87
Banque Populaire Suisse, Berne	Switzerland	135	147
Banque Regionale d'Escompte et de Depots, Vincennes	France	460	452
Banque Sudameris, Paris	France	383	398
Banque Worms, Paris	France	279	268
Banque de Paris et des Pays-Bas Belgique, Brussels(q)	Belgium	405	445
Banque de Paris et des Pays-Bas (Suisse), Geneva(q)	Switzerland	477	483
Banque de l'Union Europeenne, Paris	France	451	272
Banque du Caire, Cairo	Egypt	436	403
Barclays Bank International Ltd., London	United Kingdom	23	21
Barclays Bank Plc, London	United Kingdom	4	5
Barclays Bank, Paris	France	498	511
Barclays National Bank Ltd., Johannesburg	South Africa	141	150
Bayerische Hypotheken-und Wechsel-Bank, Munich	Germany	83	53
Bayerische Landesbank Girozentrale, Munich	Germany	44	51
Bayerische Landesbank International, Luxembourg	Luxembourg	304	360
Bayerische Raiffeisen-Zentralbank, Munich	Germany	224	244
Bayerische Vereinsbank International, Luxembourg	Luxembourg	470	515
Bayerische Vereinsbank, Munich	Germany	37	42
Bergen Bank	Norway	379	419
Berliner Bank, Berlin	Germany	147	172
Berliner Handels und-Frankfurter Bank, Frankfurt	Germany	218	169
Bremer Landesbank und Staatliche Kreditanstalt, Bremen	Germany	159	181
British Bank of the Middle East, Hong Kong	Hong Kong	453	493
C			
Caisse Centrale des Banques Populaires, Paris	France	227	209
California First Bank, San Francisco	United States	302	327
Canadian Imperial Bank of Commerce, Toronto	Canada	25	31
Canara Bank, Bangalore	India	336	401
Centerre Bank NA, St. Louis, Mo.	United States	478	407
Central Bank of India, Bombay	India	269	309
Central Bank of the South, Birmingham, Ala.	United States	499	482
Chang Hwa Commercial Bank, Ltd., Taichung	Taiwan	429	418
Chartered Bank, London	United Kingdom	158	163
Chase Manhattan Bank NA, New York	United States	17	15
Chemical Bank, New York	United States	53	41
Chiba Bank, Ltd.	Japan	120	127
Chiba Kogyo Bank, Ltd.	Japan	441	484
Chiba Sogo Bank, Ltd.	Japan	398	447
Cho-Heung Bank Ltd., Seoul	Korea	327	242
Christiania Bank og Kreditkasse, Oslo	Norway	250	282
Chugoku Bank, Ltd., Okayama	Japan	186	197
Chukyo Sogo Bank, Ltd., Nagoya	Japan	387	442
Chuo Sogo Bank, Ltd., Nagoya	Japan	333	387
Chuo Trust & Banking Co., Ltd., Tokyo	Japan	105	117
Citibank NA, New York	United States	8	3
Citizens & Southern National Bank, Atlanta	United States	274	249
Clydesdale Bank Plc, Glasgow	United Kingdom	356	380
Comerica Bank-Detroit	United States	242	248
Commercial Bank of Australia, Ltd., Melbourne	Australia	268	219
Commercial Bank of Greece, Athens	Greece	323	338
Commercial Bank of Korea Ltd., Seoul	Korea	293	220
Commercial Bank of Kuwait	Kuwait	194	229
Commercial Bank of Syria, Damascus	Syria	417	202
Commercial Banking Co. of Sydney, Ltd.	Australia	312	263
Commerzbank International, Luxembourg	Luxembourg	183	216
Commerzbank, Duesseldorf	Germany	33	40
Commonwealth Banking Corp., Sydney	Australia	86	88
Commonwealth Trading Bank of Australia, Sydney	Australia	143	137
Compagnie Luxembourgeoise de la Dresdner Banque	Luxembourg	145	158
Connecticut Bank & Trust Co. NA, Hartford	United States	291	273
Connecticut National Bank, Hartford	United States	322	336
Continental Bank of Canada, Toronto	Canada	494	406
Continental Bank, Norristown, Pa.	United States	500	527
Continental Illinois Nat'l Bank & Trust Co., Chicago	United States	54	47
Cooperative Bank of Taiwan, Taipei	Taiwan	256	295
Copenhagen Handelsbank	Denmark	193	204
Credit Agricole Mutuel, Paris	France	6	4
Credit Commercial de France, Paris	France	116	112
Credit Industriel d'Alsace et de Lorraine, Strasbourg	France	401	440
Credit Industriel et Commercial, Paris (h)	France	144	138
Credit Lyonnais Bank Nederland, Rotterdam	Netherlands	402	306
Credit Lyonnais, Paris	France	3	6
Credit Suisse, Zurich	Switzerland	50	55
Credit du Nord, Lille	France	166	165
Creditanstalt-Bankverein, Vienna	Austria	81	94
Credito Commerciale, Milan	Italy	449	439
Credito Italiano, Milan	Italy	59	66
Credito Romagnolo, Bologna	Italy	212	226
Crocker National Bank, San Francisco	United States	82	82
D			
DG Bank International, Luxembourg	Luxembourg	408	462
Dai-Ichi Kangyo Bank Ltd., Tokyo	Japan	11	8
Dai-San Sogo Bank, Ltd., Matsuzaka	Japan	406	451
Daishi Bank, Ltd., Niigata	Japan	205	222
Daiwa Bank, Ltd., Osaka	Japan	49	52
Danske Bank, Copenhagen	Denmark	187	200
Deutsche Bank Berlin	Germany	437	474
Deutsche Bank Compagnie Financiere Luxembourg	Luxembourg	132	139
Deutsche Bank, Frankfurt	Germany	7	11
Deutsche Genossenschaftsbank, Frankfurt	Germany	91	65
Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	Germany	109	120
Deutsche Verkehrs-Kredit Bank, Frankfurt	Germany	469	531
Development Bank of Singapore Ltd.	Singapore	446	287
Dresdner Bank, Frankfurt	Germany	18	25
E			
Ehime Sogo Bank, Ltd., Matsuyama	Japan	426	468
Eighteenth Bank, Ltd., Nagasaki	Japan	351	402
Equibank, Pittsburgh	United States	434	428
European American Bank & Trust Co., New York	United States	298	260
European American Banking Corp., New York(z)	United States	413	441
European Asian Bank, Hamburg	Germany	447	489
European Banking Co. SA, Brussels	Belgium	344	396
F			
Fidelity Bank, Philadelphia	United States	355	345
Fidelity Union Bank, Newark, N.J.	United States	425	437
First & Merchants National Bank, Richmond	United States	466	470
First Bank of Nigeria Ltd., Lagos	Nigeria	262	288
First City National Bank, Houston	United States	151	154
First Commercial Bank, Taipei	Taiwan	341	330
First Interstate Bank of Arizona NA, Phoenix	United States	297	298
First Interstate Bank of California, Los Angeles	United States	97	92

Alphabetical Listing of World's Top 500 Banks Ranked By Deposits

(With Asset Ranks Also Shown)

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Name of Bank, Country		Deposit Rank 12/31/82	Asset Rank
First Interstate Bank of Nevada NA, Reno	United States	489	517
First Interstate Bank of Oregon NA, Portland	United States	271	281
First Interstate Bank of Washington NA, Seattle	United States	492	505
First National Bank & Trust Co., Oklahoma City	United States	456	444
First National Bank, Atlanta	United States	389	357
First National Bank, Baltimore	United States	448	443
First National Bank, Boston	United States	118	110
First National Bank, Chicago	United States	55	58
First National Bank, Minneapolis	United States	303	256
First National Bank, St. Paul, Minn	United States	482	379
First Pennsylvania Bank NA, Philadelphia	United States	305	247
First Union National Bank, Charlotte, N.C	United States	290	235
First Wisconsin National Bank, Milwaukee	United States	443	404
Fleet National Bank, Providence, R.I	United States	352	354
Fuji Bank, Ltd., Tokyo	Japan	12	10
Fukui Bank, Ltd	Japan	281	314
Fukuoka Sogo Bank, Ltd	Japan	284	326
Fukutoku Sogo Bank, Ltd., Osaka	Japan	363	408
G			
Genossenschaftliche Zentralbank, Vienna	Austria	179	205
Genossenschaftliche Zentralbank, Stuttgart	Germany	318	361
Ghana Commercial Bank, Accra	Ghana	445	503
Girard Bank, Philadelphia	United States	378	325
Girozentrale und Bank der Osterreichischen Sparkassen, Vie	Austria	121	132
Gotabanken, Goteborg	Sweden	361	329
Grindlays Bank Ltd., London	United Kingdom	160	175
Groupe Des Banques Populaires, Paris	France	89	86
Gulf Bank, Kuwait	Kuwait	195	221
Gulf International Bank B.S.C., Manama	Bahrain	198	223
Gunma Bank, Ltd., Maebashi	Japan	155	162
H			
Habib Bank Ltd., Karachi	Pakistan	320	341
Hachijuni Bank, Ltd., Nagano	Japan	156	166
Hambros Bank Ltd., London	United Kingdom	311	359
Hamburgische Landesbank-Girozentrale, Hamburg	Germany	122	142
Hang Seng Bank Ltd., Hong Kong	Hong Kong	182	213
Hanil Bank Ltd., Seoul	Korea	283	201
Harris Trust & Savings Bank, Chicago	United States	230	203
Heiwa Sogo Bank, Ltd., Tokyo	Japan	301	349
Hessische Landesbank-Girozentrale, Frankfurt	Germany	69	79
Higo Bank, Ltd., Kumamoto	Japan	272	294
Hill, Samuel & Co., Ltd., London	United Kingdom	330	391
Hiroshima Sogo Bank, Ltd	Japan	377	420
Hokkaido Bank, Ltd., Sapporo	Japan	191	212
Hokkaido Takushoku Bank, Ltd., Sapporo	Japan	93	85
Hokkoku Bank, Ltd., Kanazawa	Japan	257	284
Hokuetsu Bank, Ltd., Nagaoka	Japan	369	411
Hokuriku Bank Ltd., Toyama	Japan	127	129
Hokuyo Sogo Bank, Ltd., Sapporo	Japan	360	409
Hongkong and Shanghai Banking Corp., Hong Kong	Hong Kong	21	23
Hua Nan Commercial Bank, Ltd., Taipei	Taiwan	442	431
Huntington National Bank, Columbus, Ohio	United States	376	367
Hyakugo Bank, Ltd., Tsu	Japan	236	264
Hyakujushi Bank, Ltd., Takamatsu	Japan	215	232
Hyogo Sogo Bank, Ltd., Kobe	Japan	254	293
Hypobank International, Luxembourg	Luxembourg	431	490
I			
Indian Overseas Bank, Madras	India	427	475
Industrial Bank of Japan, Ltd., Tokyo	Japan	20	19
InterFirst Bank Dallas NA	United States	152	131
International Westminster Bank Plc, London	United Kingdom	52	59
Irving Trust Co., New York	United States	114	107
Israel Discount Bank of New York	United States	381	438
Israel Discount Bank, Ltd., Tel-Aviv	Israel	119	123
Istituto Bancario Italiano, Milan	Italy	266	290
Istituto Bancario San Paolo di Torino, Turin	Italy	61	61
Iwate Bank, Ltd., Morioka	Japan	358	390
Iyo Bank, Ltd., Matsuyama	Japan	206	225
J			
Joyo Bank, Ltd., Mito	Japan	125	133
Jugobanka-United Bank, Belgrade	Yugoslavia	211	168
Juroku Bank, Ltd., Gifu	Japan	232	259
K			
Kagoshima Bank, Ltd	Japan	315	347
Kansallis-Osake Pankki, Helsinki	Finland	189	189
Kinki Sogo Bank, Ltd., Osaka	Japan	255	301
Kiyo Bank, Ltd., Wakayama	Japan	235	267
Kleinwort, Benson, Lonsdale Plc, London	United Kingdom	229	258
Kofuku Sogo Bank, Ltd., Osaka	Japan	278	320
Korea Exchange Bank, Seoul	Korea	248	134
Korea First Bank, Seoul	Korea	340	234
Kredietbank International Group, Brussels	Belgium	88	99
Kredietbank S.A. Luxembourgeoise, Luxembourg	Luxembourg	334	378
Krung Thai Bank Ltd., Bangkok	Thailand	450	432
Kyowa Bank, Ltd., Tokyo	Japan	66	68
L			
Land Bank of Taiwan, Taipei	Taiwan	399	250
Landesbank Rheinland-Pfalz Girozentrale, Mainz	Germany	113	119
Landesbank Saar-Girozentrale, Saarbrucken	Germany	349	382
Landesbank Schleswig-Holstein Girozentrale, Kiel	Germany	131	146
Landesgirokasse, Stuttgart	Germany	228	257
Libra Bank Ltd., London	United Kingdom	468	502
Lincoln First Bank NA, Rochester, N.Y	United States	359	362
Ljubljanska Banka, Ljubljana	Yugoslavia	177	153
Lloyds Bank California, Los Angeles	United States	476	500
Lloyds Bank International Ltd., London	United Kingdom	70	75
Lloyds Bank Plc, London	United Kingdom	22	26
Lombard North Central Plc, London	United Kingdom	264	255
Long-Term Credit Bank of Japan Ltd., Tokyo	Japan	34	35
M			
Maibl Plc, London	United Kingdom	452	501
Malayan Banking Berhad, Kuala Lumpur	Malaysia	306	335
Manufacturers Hanover Trust Co., New York	United States	31	27
Manufacturers National Bank, Detroit	United States	314	302
Marine Midland Bank NA, Buffalo, N.Y	United States	100	97
Maryland National Bank, Baltimore	United States	380	333
Mellon Bank NA, Pittsburgh	United States	108	101
Mercantile Bank of Canada, Montreal	Canada	343	397
Mercantile National Bank, Dallas	United States	326	278
Mercantile Trust Co. NA, St. Louis, Mo	United States	435	348
Michinoku Bank, Ltd., Hirosaki	Japan	418	461
Midland Bank Plc, London	United Kingdom	10	14
Mitsubishi Bank Ltd., Tokyo	Japan	15	12
Mitsubishi Trust & Banking Corp., Tokyo	Japan	38	38
Mitsui Bank, Ltd., Tokyo	Japan	27	22
Mitsui Trust & Banking Co., Ltd., Tokyo	Japan	46	48
Miyazaki Bank, Ltd	Japan	444	471
Montagu (Samuel) & Co., Ltd., London	United Kingdom	364	424
Monte dei Paschi di Siena	Italy	64	67
Morgan Grenfell & Co. Ltd., London	United Kingdom	325	384
Morgan Guaranty Trust Co., New York	United States	40	30
Moscow Narodny Bank Ltd., London	United Kingdom	421	476
Musashino Bank, Ltd., Omiya	Japan	382	435
N			
NCNB National Bank of North Carolina, Charlotte	United States	180	178
Nagoya Sogo Bank, Ltd	Japan	273	310
Nanto Bank, Ltd., Nara	Japan	209	233
National Bank of Abu Dhabi	United Arab Emirate	196	215
National Bank of Canada, Montreal	Canada	103	114
National Bank of Detroit	United States	163	140
National Bank of Egypt, Cairo	Egypt	267	270
National Bank of Greece, Athens	Greece	115	109
National Bank of Kuwait	Kuwait	162	176
National Bank of North America, New York	United States	210	206
National Bank of Pakistan, Karachi	Pakistan	424	472
National City Bank, Cleveland	United States	410	328
National Commercial Bank, Jeddah	Saudi Arabia	106	116
National Commercial Bank, Tripoli	Libya	386	373
National Commercial Banking Corp. of Australia Ltd., Melbourne	Australia	111	104
National Westminster Bank Plc, London	United Kingdom	5	7
Nedbank Ltd., Johannesburg	South Africa	208	243
Nederlandsche Middenstandsbank, Amsterdam	Netherlands	74	84
Nederlandse Credietbank, Amsterdam	Netherlands	222	238
Nippon Credit Bank, Ltd., Tokyo	Japan	62	63
Nippon Trust & Banking Co., Ltd., Tokyo	Japan	188	214
Nishinippon Sogo Bank, Ltd., Fukuoka	Japan	181	199
Norddeutsche Genossenschaftsbank, Hannover	Germany	207	230
Norddeutsche Landesbank Girozentrale, Hannover	Germany	71	76
Nordic Bank Plc, London	United Kingdom	366	399
Norinchukin Bank, Tokyo	Japan	26	24
Norkse Creditbank, Oslo	Norway	217	237
Northern Trust Co., Chicago	United States	258	241
Norwest Bank, Minneapolis	United States	338	291
O			
Oesterreichische Laenderbank, Vienna	Austria	124	144
Ogaki-Kyoritsu Bank, Ltd., Ogaki	Japan	292	331
Oita Bank, Ltd	Japan	331	372
Orion Royal Bank Ltd., London	United Kingdom	365	393
Osterreichische Volksbanken, Vienna	Austria	438	486
Oversea-Chinese Banking Corp., Ltd., Singapore	Singapore	423	423
P			
Philadelphia National Bank	United States	249	239
Philippine National Bank, Manila	Philippines	458	210
Pierson, Heldring & Pierson, Amsterdam	Netherlands	495	516
Pittsburgh National Bank	United States	226	194
Post-Och Kreditbanken, Stockholm	Sweden	102	108
Postipankki, Helsinki	Finland	253	297
Privatbanken, Copenhagen	Denmark	285	304
Privredna Banka Sarajevo-Udruzena Banka, Sarajevo	Yugoslavia	324	191
Provident National Bank, Philadelphia	United States	393	374
Punjab National Bank, New Delhi	India	259	296
R			
Rabobank Nederland, Utrecht	Netherlands	47	44
Rafidain Bank, Baghdad	Iraq	87	95
Rainier National Bank, Seattle	United States	245	252
Republic National Bank, New York	United States	168	171
RepublicBank Dallas NA	United States	154	130
Riggs National Bank, Washington, D.C	United States	353	375
Riyad Bank Ltd., Jeddah	Saudi Arabia	203	184
Royal Bank of Canada, Montreal	Canada	14	17
Royal Bank of Scotland Plc, Edinburgh	United Kingdom	164	170
S			
Saitama Bank Ltd., Urawa	Japan	72	74
San-in Godo Bank, Ltd., Matsue	Japan	348	388
Sanwa Bank Ltd., Osaka	Japan	16	16
Saudi American Bank, Riyadh	Saudi Arabia	392	427
Saudi International Bank, London	United Kingdom	287	332
Scandinavian Bank Ltd., London	United Kingdom	397	415
Seattle-First National Bank	United States	146	152
Security Pacific National Bank, Los Angeles	United States	58	60
Senshu Bank, Ltd., Kishiwada	Japan	491	535
Shawmut Bank of Boston NA	United States	488	450
Shichijushichi Bank, Ltd., Sendai	Japan	192	208
Shiga Bank, Ltd., Otsu	Japan	225	246
Shikoku Bank, Ltd., Kochi	Japan	276	312
Shinwa Bank, Ltd., Sasebo	Japan	368	413
Shizuoka Bank LtdWPUqs. Japan		128	135
Shoko Chukin Bank, Tokyo	Japan	63	73
Skandinaviska Enskilda Banken, Stockholm	Sweden	96	96
Societe Generale Alsacienne de Banque, Strasbourg	France	223	251
Societe Generale de Banque, Brussels	Belgium	56	64
Societe Generale, Paris	France	9	9
Societe Lyonnaise de Depots et de Credit Industriel, Lyons	France	367	334
Societe Nationale de Credit a l'Industrie, Brussels	Belgium	153	167
Societe de Banque Suisse (Luxembourg)	Luxembourg	493	549
Southeast Bank NA, Miami	United States	200	198
Sparbankernas Bank, Stockholm	Sweden	313	128
Standard Bank of South Africa Ltd., Johannesburg	South Africa	213	236
Standard Bank, Ltd., London	United Kingdom	133	136
Standard Chartered Bank Plc, London	United Kingdom	48	50
State Bank of India, Bombay	India	84	78
State Bank of New South Wales, Sydney	Australia	404	449
State Street Bank & Trust Co., Boston	United States	467	410
Sudwestdeutsche Genossenschafts-Zentralbank, Karlsruhe	Germany	199	217
Sumitomo Bank Ltd., Osaka	Japan	13	13
Sumitomo Trust & Banking Co., Ltd., Osaka	Japan	42	46
Suruga Bank, Ltd., Numazu	Japan	246	280
Svenska Handelsbanken, Stockholm	Sweden	110	105
Swiss Bank Corp., Basle	Switzerland	32	33
Syndicate Bank, Manipal	India	420	454
T			
Taisei Sogo Bank, Ltd., Maebashi	Japan	395	446
Taiyo Kobe Bank, Ltd., Kobe	Japan	43	39
Texas Commerce Bank NA, Houston	United States	169	148
Thai Farmers Bank, Bangkok	Thailand	481	478
Toho Bank, Ltd., Fukushima	Japan	317	352
Tokai Bank Ltd., Nagoya	Japan	29	29
Tokiwa Sogo Bank, Ltd., Tokyo	Japan	462	510
Tokuyo Sogo Bank, Ltd., Sendai	Japan	487	526
Tokyo Sogo Bank, Ltd	Japan	239	285
Tokyo Tomin Bank, Ltd	Japan	339	385
Toronto Dominion Bank	Canada	51	56
Toyo Trust & Banking Co. Ltd., Tokyo	Japan	75	80
Trade Development Bank Overseas, Inc., Panama	Panama	350	412
Trade Development Bank, Geneva	Switzerland	464	494
Trust Bank of Africa Ltd., Cape Town	South Africa	459	513
Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	Turkey	415	316
Turkiye Is Bankasi, Ankara	Turkey	384	351

Alphabetical Listing of World's Top 500 Banks Ranked By Deposits

(With Asset Ranks Also Shown)

Compiled by American Banker Copyright 1983

Name of Bank, Country		Deposit Rank 12/31/82	Asset Rank
U			
Udruzena Beogradska Banka, Belgrade	Yugoslavia	165	122
Ulster Bank Ltd., Belfast	United Kingdom	416	465
Union Bank of Finland, Ltd., Helsinki	Finland	173	174
Union Bank of India, Bombay	India	483	538
Union Bank of Nigeria Ltd., Lagos	Nigeria	261	311
Union Bank of Switzerland (Luxembourg)	Luxembourg	288	353
Union Bank of Switzerland, Zurich	Switzerland	28	32
Union Bank, Los Angeles	United States	204	192
Union de Banques Arabes et Francaises, Neuilly	France	214	218
United Bank for Africa Ltd., Lagos	Nigeria	241	265
United Bank, Ltd., Karachi	Pakistan	463	466
United Commercial Bank, Calcutta	India	414	433
United Malayan Banking Corp. Berhad, Kuala Lumpur	Malaysia	490	0
United Mizrahi Bank Ltd., Tel-Aviv	Israel	310	271
United Overseas Bank Ltd., Singapore	Singapore	337	305
United States National Bank of Oregon, Portland	United States	265	275
United Virginia Bank, Richmond	United States	308	286
V			
Valley National Bank of Arizona, Phoenix	United States	201	195
Vereins-und Westbank, Hamburg	Germany	231	262
Virginia National Bank, Norfolk	United States	342	358
Vojvodjanska Banka-Udruzena Banka, Novi Sad	Yugoslavia	370	240
Volkskas, Ltd., Pretoria	South Africa	299	355
W			
Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	United States	221	211
Wells Fargo Bank NA, San Francisco	United States	85	89
West LB International, Luxembourg	Luxembourg	251	300
Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	Germany	167	179
Westdeutsche Landesbank Girozentrale, Duesseldorf	Germany	19	28
Westfalenbank, Bochum	Germany	465	188
Westpac Banking Corp., Sydney	Australia	76	69
Williams and Glyns Bank Plc, London	United Kingdom	174	190
Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart	Germany	123	145
Y			
Yamagata Bank, Ltd.	Japan	430	459
Yamaguchi Bank, Ltd., Shimonoseki	Japan	184	196
Yamanashi Chuo Bank, Ltd., Kofu	Japan	385	429
Yasuda Trust & Banking Co. Ltd., Tokyo	Japan	57	62
Z			
Zagrebacka Banka, Zagreb	Yugoslavia	439	339

Lucey

Continued from page 4

If the guy down the street is in trouble, are there lessons for you to learn? Doctors call this a warning signal. In the lemming-like world of bank strategy development, a bank in trouble can renew your belief in banking fundamentals. There is no successful get-rich-quick scheme in the banking business. Growth, profits, share of market and service quality are long-term propositions.

First Interstate's campaign in Washington state is a good example. It is titled, "We're looking ahead." While it's futuristic, it's founded on a history of being leaders with people and products. This leaves customers feeling the bank looks forward to serving its customers even better.

In conjunction with an examination of the bank's strategy, managers were briefed that First Interstate did not have loans concentrated by industry or geographic area.

The bank shifted employee communications and community development into high gear. The staff was encouraged to be visible. From the president to the janitor, bank people got involved in programs as diverse as the Special Olympics to leadership in the state-sponsored program to improve relations with China.

The bank has now completed its reexamination of its long-term strategy and made adjustments where necessary. Basic marketing and communication will reaffirm that direction in customers and staff.

A good strategy? Fundamentally. ■

To Our Readers

American Banker would appreciate your comments on the "World's Top 500 Banks by Deposits" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

Required Reading

Continued from page 11

relates to, among other things, is the phenomenon of volatility in our business. The second point is that in order to function this way, it will be necessary to have the ongoing capability to liquify and reposition earning assets in these volatile markets. In other words, the concept of acquiring assets to hold to maturity won't be as characteristic in the future of the successful competitor as it was historically.

As I've said, the successful competitor will bid for assets, put them on the books, but be able to disinvest from those assets at a reasonable cost when they no longer suit the book of the institution or the risk profile that the management wishes to take. Successful intermediaries, including banks, will use the secondary markets to accomplish this and therefore it follows that trading, or competence in trading in financial instruments, will be very necessary to perform in this fashion.

Simply put, it does not make sense to book a 10-year loan and carry that loan on the books of the institution through periods in which that loan is hurting earnings performance or contributing negatively to the structure of the balance sheet.

The third point is that success in competitive terms obviously will continue to involve paying money market rates for liabilities, whatever they are, and in whatever market they are being raised, charging finer rates on loans and yet still earning an acceptable rate of return on capital.

These first three points add up to one potentially important thought, which is that given the nature of the asset and liability markets that we have described here, it is possible over time that not as much capital may be required in a financial business with this kind of profile.

Obviously, capital is still needed to support an asset portfolio and the risks of loss inherent therein, but increasingly I think one better way to make a return on capital with a business franchise that has these kinds of asset and liability dynamics will be simply to increase leverage. We can say, I think, that the current discount of in-

➳ Required Reading: Page 96

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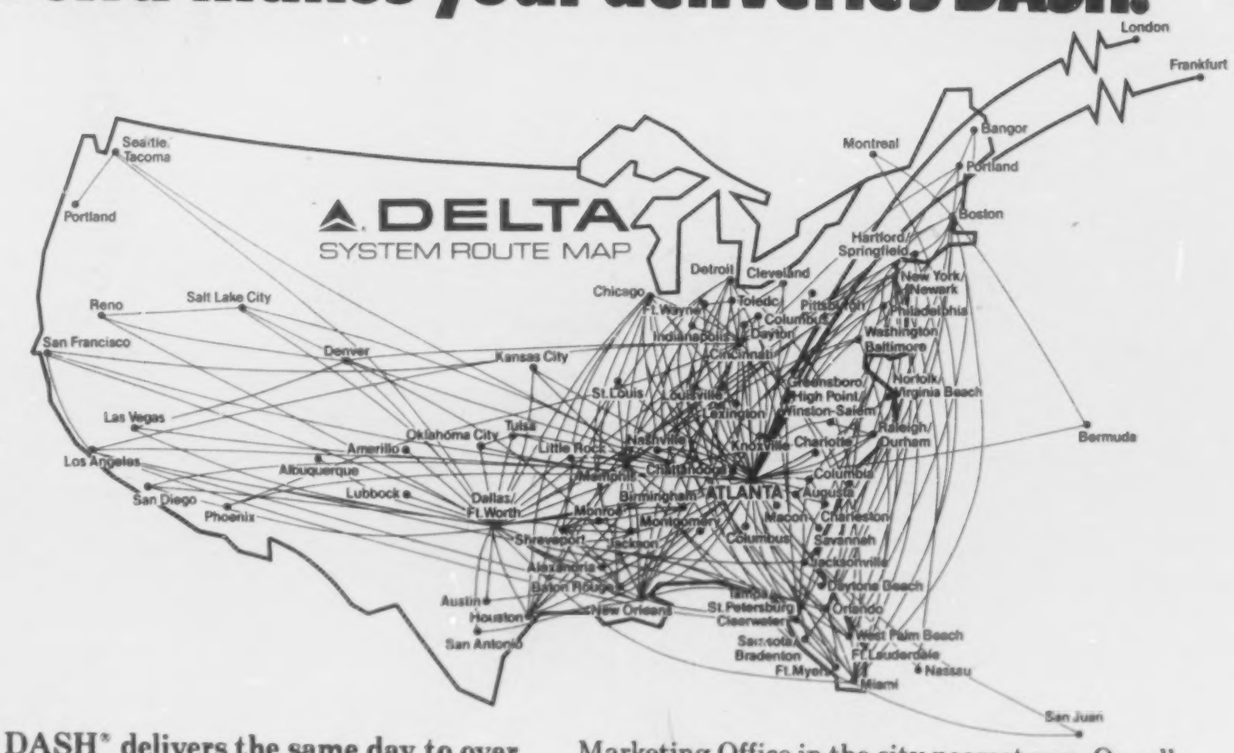

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Foreign Currency Conversion Guide and Exchange Rate Comparisons

Name of Country	Currency	Symbol	Exchange Rate (a) 12/31/82	12/31/81	% Gain/Loss
Argentina	Peso	AP	0.000023	0.000100	—77.0
Australia	Dollar	A$	0.981600	1.128050	—13.0
Austria	Shilling	AS	0.005990	0.063600	—5.8
Bahamas	Dollar	B$	1.000000	1.000000	.....
Bahrain	Dinar	BaD	2.640000	2.650000	—0.4
Belgium	Franc	BF	0.021300	0.024838	—14.2
Bermuda	Dollar	Be$	1.000000	1.000000	.....
Brazil	Cruzeiro	BC	0.003980	0.007900	—49.6
Canada	Dollar	C$	0.812500	0.843200	—3.6
Cayman Isles	b	....	.....	.....	.....
Chile	Peso	CP	0.013500	0.026000	—48.1
Colombia	Peso	CoP	0.015700	0.019000	—17.4
Denmark	Krone	DK	0.119500	0.136900	—12.7
Egypt	Pound	EP	1.180000	1.220000	—3.3
Ethiopia	Birr	EB	0.489000	0.486000	+0.6
Finland	Markka	FM	0.189200	0.229500	—17.6
France	Franc	FF	0.014600	0.175800	—17.0
Germany	Deutsche Mark	DM	0.413000	0.446400	—7.5
Ghana	New Cedi	GC	0.360000	0.367000	—1.9
Greece	Drachma	GD	0.014100	0.017750	—20.6
Hong Kong	Dollar	H$	0.154000	0.176350	—12.7
India	Rupee	InR	0.103800	0.109770	—5.4
Indonesia	Rupiah	IR	0.001470	0.001590	—7.6
Iran(f)	Rial	RI	0.011800	0.012300	—4.1
Iraq	Dinar	ID	3.360000	3.400000	—1.2
Ireland	Pound	IP	1.380000	1.580000	—12.7
Israel	Shekel	IS	0.033000	0.069800	—52.7
Italy	Lira	L	0.000725	0.000838	—13.5
Ivory Coast	Franc	ICF	0.002950	0.003500	—15.7
Jamaica	Dollar	J$	0.560000	0.565000	—0.9
Japan(e)	Yen	Y	0.003722	0.004302	—13.5
Jordan	Dinar	JD	2.780000	3.000000	—7.3
Kenya	Shilling	KS	0.089000	0.110000	—19.1
Korea (South)	Won	KW	0.001310	0.001460	—10.3
Kuwait	Dinar	KD	3.410000	3.540000	—3.7
Libya	Dinar	LD	3.100000	3.400000	—8.8
Liechtenstein	(c)	....	.....	.....	.....
Luxembourg	Franc	LF	0.021000	0.025500	—17.7
Malaysia	Dollar	M$	0.429200	0.446200	—3.8
Mexico	Peso	MP	0.006160	0.038000	—83.8
Morocco	Dirham	MD	0.160000	0.185000	—13.5
Netherlands	Guilder	G	0.381200	0.407300	—6.4
New Zealand	Dollar	N$	0.731000	0.823500	—11.2
Nigeria	Naira	NN	1.460000	1.570000	—7.0
Norway	Krone	NK	0.141900	0.172950	—18.0
Oman	Riyal Omani	RO	2.880000	2.895000	—0.5
Pakistan	Rupee	PR	0.081200	0.101800	—20.2
Panama	Balboa	PB	1.000000	1.000000	.....
Peru	Sol	PS	0.001100	0.002165	—49.2
Philippines	Peso	PP	0.110800	0.125850	—12.0
Portugal	Escudo	PE	0.011300	0.015380	—26.5
Qatar	Riyal	QR	0.273000	0.274000	—0.4
Saudi Arabia	Riyal	SAR	0.289000	0.292500	—1.2
Singapore	Dollar	S$	0.474400	0.489450	—3.1
South Africa	Rand	SR	0.932000	1.040500	—10.4
Spain	Peseta	SP	0.007980	0.010350	—22.9
Sri Lanka	Rupee	SLR	0.047500	0.051700	—8.1
Sweden	Krona	SK	0.138000	0.180900	—23.7
Switzerland	Franc	SF	0.498000	0.559740	—11.0
Syria	Pound	SyP	0.252000	0.255000	—1.2
Taiwan	Dollar	T$	0.024800	0.027200	—8.8
Tanzania	Shilling	TS	0.107000	0.120000	—10.8
Thailand	Baht	TB	0.044000	0.045750	—3.8
Tunisia	Dinar	TD	1.680000	2.000000	—16.0
Turkey	Pound	TP	0.004800	0.008100	—40.7
United Arab Emirates	Dirham	UD	0.271000	0.272000	—0.4
United Kingdom	Pound	P	1.610000	1.916000	—16.0
Uruguay	Peso	UP	0.080000	0.091050	—12.1
Venezuela	Bolivar	VB	0.233000	0.233000	.....
Yugoslavia	Dinar	YD	0.018000	0.027000	—33.3
Zaire	Zaire	ZZ	0.168000	0.183000	—8.2
Zambia	Kwacha	ZK	1.069000	1.225000	—12.7

(a)—Currencies converted into dollars using the New York cable rate for the date shown. Figures shown are the dollar value of one unit of foreign currency.
(b)—Bank in country is dollar-denominated.
(c)—Banks use Swiss franc.
(e)—As of September 30.
(f)—As of March 20, 1983 and February 19, 1982.

Required Reading

Continued from page 94

termediary securities from book value that we've talked about earlier tends to point, I think, in this direction over time.

Too Much Earning Too Little

But what the market is saying is that in many instances there is too much capital in traditional financial businesses that is not earning an acceptable rate of return relative to other choices in the marketplace.

Fourthly, the successful competitor will be relatively strongly invested in the new modes of distribution and productivity will be much higher. Taking full advantage of the technologies that are available, unit costs will be significantly lower in the successful competitive enterprise than they are today. Not simply stable, but lower. The successful competitor will drive for lower costs to remain in the competitive marketplace. And when you think about it, it's pretty obvious that this has to be the case. If financial margins are going to be both lower and about the same for everybody, then nonfinancial costs will be the significant competitive differentiating factor in many markets and in many segments of the industry over time.

Next, there will be increasing differentiation between the retail and wholesale-oriented business in financial services. The day of the general approach to the market, in my opinion, is over. The dynamics of competing successfully in the retail business are too different from the wholesale-oriented financial services businesses. And successful competitors will increasingly recognize that point and organize and manage their affairs accordingly.

Most of the better-managed banks today already do a great deal of market segmentation work and with that effort comes an understanding that the profit dynamics, the costs, the risks, the customer characteristics and the margins are different in each market.

The successful competitor will continue to unbundle businesses in these terms. Unbundling will, in my view, affect many functions which today tend to be centralized in most financial intermediaries. For unbundling leads to the organization of more discrete businesses serving a particular set of customers. To be successful and positively motivated, the line managers of these businesses must be in control of all of the factors that produce the results in the business that they manage, so that many currently centralized functions, from funding to data processing, will be progressively decentralized in the successful competitor and tend to be located within the business units themselves.

Complete Product Lines

Business differentiation in this sense will be characteristic of winners in the game. Further, the winners will have complete and competitive product lines in their respective businesses. To be in the retail banking business, for example, you will have to offer products and services which are competitive with the full array of competition, including banks, life insurance companies, thrifts, investment banks, and the rest of it.

Few would have predicted the success of the money market funds, both in the banking industry and in other parts of the financial services universe. But the implication of this phenomenon is obvious: customers are increasingly able, as we have said, to assimilate and evaluate financial information about service alternatives, and make their own judgments about the financial risks involved when a new service is available. They increasingly tend to take the best product that is available, being relatively neutral about the institution that sponsors that product.

The winners in competitive terms are going to have product superiority in these terms. The winners, going on, will use the technology that is available to integrate their respective business portfolios into increasingly discrete businesses.

One of the human issues, and particularly in the larger financial enterprises, including banks, is that we have evolved into excessively complex organizations. It is difficult to structure businesses, and jobs within those businesses, in such a way that people have a full set of responsibilities, as I have said, for the business results and get rewarded accordingly.

This suggests that one of the critical dimensions of leadership in the banking business will be to define what businesses the bank chooses to compete in, and what businesses it does not choose to compete in. And having made those decisions, banks and other intermediaries, I think, will invest and organize those businesses so that they can be managed as integrated units. That breaks a lot of the organizational molds in which we are operating today, but I believe this is what is going to happen in the successful financial services companies.

And that leads to the next point, which is that people working for the successful competitors over time are going to get rich. Compensation policies in the industry will be increasingly refashioned to reward more successfully good economic and business performance for the enterprise. In the successful competitor we are going to get away from the formalized hierarchical compensation structure that is characteristic of the industry today. The reason is that good people who manage to get successful results will have to participate meaningfully in those results in personal terms. This always happens in a successful business.

The last point relates to the competitive position of an entity in the marketplace. As we have seen, the major competitors will compete in the global marketplace, and develop and manage a worldwide business franchise. Those that do not will develop either a distinctive name or market niche that they will be able to hold against all comers. So that what is ahead is a further tiering of competition involving all financial intermediaries.

Clearly, very significant institutions are getting into the game, and when that happens, you usually see a competitive situation in which, as I've said, a relatively small number of firms move towards increasingly strong market positions, in which middle-sized institutions tend to be squeezed competitively, and specialized entities tend to find and hold their niche in the marketplace for the long run. The successful competitors will either achieve market dominance or a distinctive niche that they can defend for the long term.

I'll make the suggestion that you evaluate your own institution against these 10 criteria, believing that it will give you some insight as to how to plan your own respective future. Thank you very much.

Response to Questions

A new report on strategic planning released by the BAI tends to say that the technology is such that it evens out and so it's very difficult to gain a competitive edge over time. And that seems to be in contrast to what I have suggested to you today about technological dominance.

I think if you mean by an edge in technology a proprietary edge in which your technological innovation is significantly different from what anybody else has, that's probably correct. But I think the way we should look at technology is as a total managerial approach to conducting the banking business.

The full application of the technology in terms of all of the business functions — from the distribution function all the way through the on-line accounting function — this is where I think the distinctive edges are achieved. In other words, it's the competence to manage and apply and exploit in a managerial sense the technology which is really I think the distinctive edge as opposed to the wrinkle in the software or the hardware itself.

Conclusion

I think every one of these issues to some degree poses a serious difficult decision for management. I'm conscious of the fact that you're calling into critical question here some of the things that we've been accustomed to in the banking business since anybody can remember.

And yet where we are is a sense that we're in a deregulated situation, we have severe competitive pressures to cope with, and I think we can understand what those are and the significance of what those are, so the question of how we do business in this thing is a very fundamental one. To make a decision on managerial autonomy or distribution costs or something like that is going to be a very, very tough call, especially in view of the traditions that have been operative in each particular institution.

And so I think one of the final criteria of competitive success or failure will be how the management team in each institution makes these calls on these particular questions. But I'm pretty sure that this list is the right set of questions to be on the table right now for the banking industry. ■

Deposits of Banks in 500 Largest By Country

Dec. 31, 1982 versus Dec. 31, 1981

(in Millions of Dollars)

Name of Country	Total Deposits (a) 12/31/82	Total Deposits (a) 12/31/81	Number of Banks (b) in Top 500 (b) 12/31/82	Number of Banks (b) in Top 500 (b) 12/31/81
Argentina	4,981	10,714	1	2
Australia	69,245	68,748	8 (3)	8 (1)
Austria	53,746	51,251	6	6
Bahrain	12,292	7,900	2	2
Belgium	77,864	82,319	6	6
Bermuda	2,075	1,888	1	1
Brazil	37,275	38,501	5	5
Canada	249,255	242,607	9	8
Cayman Islands	3,520	3,006	1	1
Chile	0	4,398	0	2
Denmark	15,237	17,279	3	4
Egypt	13,708	12,722	4	4
Finland	16,501	16,337	3	3
France	447,255	461,466	23 (2)	25 (3)
Germany	538,960	568,250	35 (3)	35 (3)
Ghana	2,358	0	1	0
Greece	15,705	15,103	2	2
Hong Kong	51,664	47,563	3 (2)	2 (1)
India	47,840	41,667	10	9
Indonesia	14,861	10,007	4	3
Iran	32,668	19,081	2	2
Iraq	17,352	15,840	1	1
Ireland	14,147	13,367	2	2
Israel	54,106	42,544	4	4
Italy	257,392	259,892	23 (5)	25 (6)
Japan	1,281,510	1,190,761	95	77
Jordan	8,810	8,280	1	1
Korea	27,622	23,947	6	6
Kuwait	26,582	24,518	5	6
Libya	2,812	0	1	0
Luxembourg	10,605	13,540	15 (12)	17 (13)
Malaysia	12,018	8,389	3	2
Mexico	8,690	47,051	2	5
Netherlands	141,761	158,394	8 (3)	9 (1)
New Zealand	3,747	3,733	1	1
Nigeria	12,481	11,089	3	3
Norway	12,080	12,188	3	3
Pakistan	8,021	7,988	3	3
Panama	(3,064)	2,726	1 (1)	1
Peru	0	1,878	0	1
Philippines	2,249	2,397	1	1
Portugal	14,604	19,155	5	7
Saudi Arabia	21,436	16,656	3	3
Singapore	7,988	6,901	3	3
South Africa	16,230	13,288	5 (1)	4 (1)
Spain	109,023	108,991	12 (1)	12
Sweden	49,741	57,803	5	5
Switzerland	147,842	153,667	10	11
Syria	2,552	2,197	1	1
Taiwan	21,280	18,947	6	6
Thailand	10,019	8,454	3	3
Turkey	5,389	6,789	2	3
United Arab Emirates	5,667	5,155	1	1
United Kingdom	379,877	376,020	30 (11)	34 (13)
Venezuela	8,372	7,979	4	4
Yugoslavia	27,209	34,324	6	8
Totals:				
Foreign	**4,436,223**	**4,405,657**	**403 (44)**	**403 (42)**
United States	**794,189**	**806,091**	**97 (8)**	**97 (11)**
Grand Total	**5,230,412**	**5,211,748**	**500 (52)**	**500 (53)**

(a)—Excludes deposits of banks whose figures appear in consolidated data of parent bank. (b)—Figures in parentheses are number of banks (or deposit amounts) whose figures also appear in deposits of parent bank, and therefore, the deposits of these banks are not included in the deposit totals.

Top 500 . . .

Continued from page 1

high level of interest rates, a decline in consumer demand, and the continued sluggishness of investment demand.

In this period of world economic uncertainty, the dollar remained strong throughout the year, despite a reduction in U.S. interest rates in the latter part of 1982. As a result, all the major currencies of the world fell against the dollar. For example, of the 70 foreign currencies charted by the American Banker for the listing of the world's top banks, 67 fell vis-a-vis the dollar, and two were unchanged. The only currency to gain against the dollar was the Ethiopian birr, which was up a modest 0.6%.

The largest decline against the dollar last year was the 83.8% drop in the value of the Mexican peso, from 3.8 U.S. cents per peso on Dec. 31, 1981, to 0.616 cent per peso on Dec. 31, 1982. The latter exchange rate was the floating rate in effect on Dec. 31. The official rate was 1.05 cents per peso at yearend.

The second largest drop vis-a-vis the dollar was the 77% decline in the Argentine peso, from 0.01 cent per peso to 0.0023 cent over the year. On June 1, 1983, the Argentine banking authorities issued the "new peso," which is equivalent to 10,000 old pesos. The issuance of the new peso has bolstered the value of the Argentine currency against the dollar. At midyear, the new peso was worth approximately 11.5 U.S. cents.

The Israeli shekel fell 52.7%, and the Brazilian cruzeiro dropped 49.6%.

For Mexico, Argentina, and Brazil, the devaluations of their respective currencies against the dollar exceeded the rate of inflation of their banks' deposits denominated in local currency. Thus, the dollar-denominated deposits of the banks in these countries fell last year.

The Mexican banks were affected most, and their dollar-denominated deposits fell 75%. For example, Bancomer, Mexico's largest bank, had deposits of $4.42 billion (717.7 billion pesos) at yearend 1982, to rank 237th. A year earlier, it had total deposits of $17.4 billion (457.2 billion pesos), ranking 84th in the world.

Argentine banks' dollar-denominated deposits fell 44%, and Brazilian banks' deposits fell 3.2%.

Deposits in Israeli banks were up 25%, as local currency deposit gains outpaced devaluation. In addition, the drop in the shekel's value increased the translated value of Israeli banks' foreign currency deposits, which are sizable for most Isreali banks.

Major Country Changes

Commercial banking powers were granted to Japanese savings banks last year. As a result, these banks, known as "sogo banks," were included in the survey. And their impact was significant, bolstering the deposit totals of the top 500 banks.

There were 19 sogo banks ranked among the top 500 banks in the world, and these banks had $64 billion in deposits. Had the sogos been excluded from the survey, total deposits of the top 500 banks would have fallen by 0.2%. In addition, four more American banks would have ranked among the top 500 in the world.

The largest sogo bank in the listing is the 181st-ranked Nishinippon Sogo Bank Ltd., Fukuoka, with $6.04 billion in deposits.

The Netherlands also had changes. Financial reporting requirements for the banks of that country were changed by the Dutch central bank, De Nederlansche Bank, pursuant to Article 11, Section 2, of the Act on Supervision of Credit Institutions. The major change appears to be the new requirement for banks to consolidate the accounts of other financial institutions of which the banks own more than 50%. The effect of this consolidation has been a reduction in the total deposits reported by Dutch banks.

In Australia, there were two major mergers last year. On Oct. 1, Westpac Banking Corp., Sydney, was formed when the Bank of New South Wales, Sydney, and the Commercial Bank of Australia, Melbourne, merged to form a $20.1 billion-deposit institution that ranked 76th in the world.

Also on Oct.1, the National Commercial Banking Corp. of Australia Ltd., Melbourne, was formed when the National Bank of Australasia Ltd., Melbourne, and the Commercial Banking Co. of Sydney Ltd. merged to form a $12.7 billion-deposit bank that ranked 111th in the world last year.

This year, the American Banker, for the first time, presents its survey findings in two parts. Today, the top 500 banks in the world in deposits are listed. Tommorrow, the top 500 banks in the world in assets will be listed.

A new alphabetical listing of the top 500 banks in deposits appears on pages 92-94. This listing should help the reader more easily locate all of the banks in today's listings and most of the banks in tomorrow's listings, because the deposit rank and asset rank is shown for each bank.

The American Banker, in tomorrow's edition, will attempt to identify the foreign banking offices of the top 100 U.S. banking companies. This will be the first such listing by the American Banker in five years.

Other Survey Findings

• The Bank of America NT&SA, San Francisco, retained its position as the world's largest commercial bank, with deposits of $95 billion, down 1% from the $96 billion of a year earlier. This was reported in the July 14 edition of the American Banker.

• Total deposits of the 500 largest banks in the world rose only $17.5 billion, or 0.3%, to reach $5.23 trillion on Dec. 31.

• The current tabulation consists of 403 foreign banks with deposits of $4.44 trillion and 97 U.S. banks with deposits of $794 million. In 1981, 403 foreign banks had $4.41 trillion in deposits, and 97 U.S. banks had $806 million.

• There are 55 countries with banks ranked among the top 500 in the world. The five largest are: Japan, with $1.28 trillion in deposits in its 95 banks; the United States, with $794 million in 97 banks; Germany, with $539 million in 35 banks; France, with $447 million in 23 banks; and the United Kingdom, with $380 million in 30 banks.

• Among the top four foreign countries, the biggest deposit gain was made by the Japanese banks. Their deposits rose 7.6%. However, the sogo banks accounted for the bulk of the increase. Excluding the sogos, the deposits of the other Japanese banks rose only 1.9%.

Deposits for the banks in the United Kingdom were up 1%, but the deposits for Germany were down 5%, and the deposits of French banks were down 3%.

Among the individual foreign banks, the largest gains in deposits were recorded by 107th-ranked Bank Saderat Iran, Tehran, whose deposits rose 82%, to $13.1 billion, and 171st-ranked Arab Banking Corp., Manama, Bahrain, whose deposits rose 78%, to $6.7 billion.

The largest percentage drops were recorded by two Mexico City-based banks: 237th-ranked Bancomer, whose deposits fell 75% to $4.4 billion, and 244th-ranked Banco Nacional de Mexico, whose deposits were down 67% to $4.3 billion.

Data Received Too Late

Data for five banks were not received by the July 5 deadline for inclusion in the tabulation. Of the five, four would have ranked among the top 1,000 banks in deposits.

The largest of these banks was Deutsh-Sudamerikanische Bank, Hamburg, a subsidiary of Dresdner Bank, Frankfurt, with $1.95 billion in deposits at yearend 1982. Had the data been received earlier, the bank would have ranked 509th in deposits.

The next largest bank was Nuevo Banco Ambrosiano, Milan, with $1.77 billion in deposits on Dec. 31, which would have made it the world's 539th largest bank. The bank was formed by Italian banking authorities last year to handle the domestic banking operations of the failed Banco Ambrosiano.

Before its failure, Banco Ambrosiano was Italy's eighth largest bank and the 99th largest in the world, with $13.3 billion in deposits on Dec. 31, 1981.

Banco Nacional de Descuento, Caracas, Venezuela, reported total deposits of $1.43 billion, which would have ranked it 621st at yearend. A year earlier, it ranked 564th, with $1.4 billion in deposits.

Banco Mexicano Somex, Mexico City, which ranked 176th with deposits of $6.5 billion at yearend 1981, reported total deposits of $916.4 million at yearend 1982, which would have dropped it to 811th place on this year's listing.

Banco Rio de la Plata, Buenos Aires, the 736th largest bank in the world with $812 million in deposits at yearend 1981, reported deposits of $530 million on Dec. 31, dropping it out of ranks of the world's top 1,000 banks. ■

County Tower . . .

closure would increase the price of County Tower stock, making it more difficult to obtain control.

County Tower.

James Kemper has reported to the Securities and Exchange Commission that he began buying County Tower

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American Banker

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Citicorp Top US Bank in Foreign Units

South America and Caribbean Gain Most

By KENNETH J. HICKS

NEW YORK — The top 100 bank holding companies had 2,500 offices in 101 countries at yearend 1982, according to an American Banker survey of United States banking activity abroad.

In the five years since the last survey, the presence of U.S. banking companies has been decreasing in Europe, Central America, the Middle East, and Africa, increasing in South America and the Caribbean, and holding relatively steady in Asia and the Pacific Basin.

Who Has the Most Foreign Offices

	Foreign Offices*
Citicorp	954
BankAmerica Corp.	258
Chase Manhattan Corp.	166
Bank of Boston Corp.	114
Manufac. Hanover Corp.	106

*Number of foreign offices, including Edge Acts.

Also, the growth of foreign assets held by some of the largest U.S. banking companies, after several years of increases exceeding 20%, has slowed considerably.

Of the 2,500 offices, 918 are in Europe and 452 in Asia. The total comprises 1,213 branches, 115 commercial bank subsidiaries, 43 merchant bank subsidiaries, 118 finance/leasing companies, 15 investment companies, 171 domestic and foreign Edge Act

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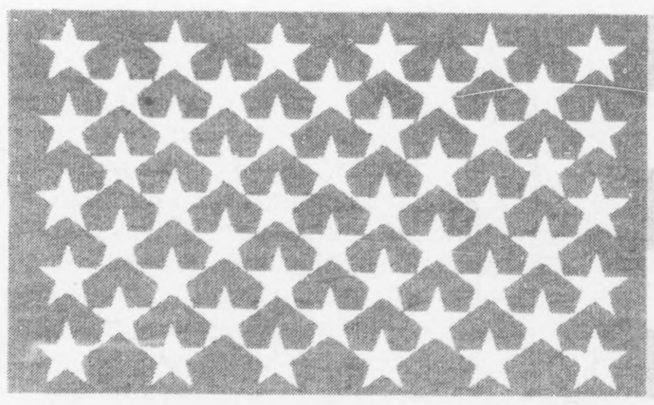

The numbers show how many U.S. banking offices are located in the countries depicted.

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Bank of America Still Ranks First in Assets

By L. MICHAEL CACACE

NEW YORK — The Bank of America NT&SA, San Francisco, retained its position as the world's largest commercial bank in assets last year. But Citicorp, New York, surpassed BofA's parent, BankAmerica Corp., as the largest banking firm.

This is one of the findings in the second part of the American

➳ Assets: Page 70

Strong Card Fraud Bill Is Approved

By LISA J. Mc CUE

WASHINGTON — A House subcommittee approved a bill Wednesday intended to cut into the burgeoning growth of credit card fraud.

The bill would expand current law so that more instances of credit card fraud would become federal offenses. Under the present system, the majority of credit card crimes fall under the

➳ Fraud: Page 72

White House Now Backs Repealer

By ANDREW ALBERT

WASHINGTON — White House officials are for the first time promoting legislation that would, among other things, repeal the unpopular tax withholding law, according to Capitol Hill sources.

In fact, the Reagan administration has decided to give Congress an extra four days, until Aug. 5, to repeal the

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INSIDE

World's Top 500 Banks by Assets

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US Banking Abroad

From 1913 to the present, U.S. bank activity abroad has grown from infancy, through eager youth of the 1950s, to a still aggressive but maturing adulthood, says Robert Trigaux, who discusses the rapid pace. Today's feature section focuses on overseas business practices and developments. See page.....7

Three Indicted in Drysdale Affair

Two members of the collapsed company and a former partner in its accounting firm face charges for their part in what a district attorney has called the biggest financial swindle he has ever handled.....3

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AMERICAN FLETCHER NATIONAL BANK

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INDIANAPOLIS

500 Largest World Banks in Total Assets (a)

ASSETS ON 12/31/82 COMPARED WITH 12/31/81

Number of Branches — Number of Employees — Year Opened for Business

Compiled by American Banker Copyright 1983

Asset Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	Assets 12/31/82 (b) in U.S. $	Assets 12/31/81 (d) in U.S. $	Asset Rank 12/31/81	Gain in Rank	As of 12/31/82 (b) No. of Bank Branches	As of 12/31/82 (b) No. of Employees	As of 12/31/82 (b) Operating Since
1	Bank of America NT&SA, San Francisco	United States	111,896,592,000	113,091,189,000	1		1,218	77,486	1904
2	Banque Nationale de Paris	France	107,948,787,960s	107,848,269,941s	2		2,580	59,989	1966
3	Citibank NA, New York	United States	101,268,000,000	98,264,349,000	4	+ 1	535	44,000	1812
4	Credit Agricole Mutuel, Paris	France	96,718,868,000u	98,814,507,840s	3		10,535	70,790	1926
5	Barclays Bank Plc, London	United Kingdom	95,064,060,000s	93,408,832,000s	6	+ 1	2,950	75,000	1896
6	Credit Lyonnais, Paris	France	94,978,795,616s	94,700,196,449s	5		2,287	45,471	1863
7	National Westminster Bank Plc, London	United Kingdom	87,724,070,000s	82,970,464,000s	10	+ 3	3,836	83,000	1658
8	Dai-Ichi Kangyo Bank Ltd., Tokyo (e)	Japan	87,192,617,882u	85,577,565,114u	8		347	23,684	1897
9	Societe Generale, Paris	France	84,185,548,808s	88,084,926,765s	7		2,613	46,462	1864
10	Fuji Bank, Ltd., Tokyo (e)	Japan	84,001,641,689s	76,716,524,568s	13	+ 3	284	18,584	1880
11	Deutsche Bank, Frankfurt	Germany	81,851,318,969s	85,034,124,432s	9		1,378	45,618	1870
12	Mitsubishi Bank Ltd., Tokyo (e)	Japan	81,048,023,912s	76,066,320,636s	14	+ 2	257	18,544	1880
13	Sumitomo Bank Ltd., Osaka (e)	Japan	80,932,191,550s	79,367,223,726s	11		235	15,500	1895
14	Midland Bank Plc, London	United Kingdom	77,279,034,000s	78,583,782,000s	12		3,823	91,400	1836
15	Chase Manhattan Bank NA, New York	United States	75,304,882,000	73,285,278,000	15		328	35,493	1799
16	Sanwa Bank Ltd., Osaka (e)	Japan	75,008,699,268s	67,355,519,184u	16		302	17,142	1933
17	Royal Bank of Canada, Montreal	Canada	69,313,085,790s	66,204,933,982s	17		1,568	39,757	1869
18	Bank of Tokyo, Ltd. (e)	Japan	64,844,881,266s	56,221,035,462s	23	+ 5	274	14,502	1946
19	Industrial Bank of Japan, Ltd., Tokyo (e)	Japan	60,050,721,946u	58,118,294,898u	20	+ 1	23	5,370	1902
20	Banco do Brasil, Brasilia	Brazil	59,110,483,900s	65,703,045,978s	18		1,331	119,413	1808
21	Barclays Bank International Ltd., London	United Kingdom	58,193,450,000st	57,045,068,000st	22	+ 1	2,200	65,000	1925
22	Mitsui Bank, Ltd., Tokyo (e)	Japan	57,507,501,678s	54,120,910,914s	25	+ 3	11	12,284	1876
23	Hongkong and Shanghai Banking Corp., Hong Kong	Hong Kong	56,896,840,000s	52,347,204,950s	29	+ 6	1,000	42,000	1865
24	Norinchukin Bank, Tokyo (e)	Japan	56,673,065,471	57,318,957,486	21		37	3,232	1923
25	Dresdner Bank, Frankfurt	Germany	56,541,760,044s	58,471,511,602s	19		1,400	34,000	1872
26	Lloyds Bank Plc, London	United Kingdom	55,475,770,000s	52,998,476,000s	26		3,069	66,720	1765
27	Manufacturers Hanover Trust Co., New York	United States	55,062,797,000	51,646,098,000	30	+ 3	221	23,166	1812
28	Westdeutsche Landesbank Girozentrale, Duesseldorf	Germany	54,738,181,964s	55,274,111,408s	24		3	7,436	1832
29	Tokai Bank Ltd., Nagoya (e)	Japan	54,186,379,688s	52,535,112,105s	27		248	14,050	1941
30	Morgan Guaranty Trust Co., New York	United States	53,398,078,000	50,036,676,000	32	+ 2	21	12,720	1839
31	Canadian Imperial Bank of Commerce, Toronto	Canada	53,391,807,126s	50,208,583,826s	31		1,662	34,955	1867
32	Union Bank of Switzerland, Zurich	Switzerland	52,963,865,264u	52,468,908,120u	28		236	15,086	1912
33	Swiss Bank Corp., Basle	Switzerland	48,214,368,000u	49,008,209,228u	34	+ 1	210	14,332	1872
34	Bank of Montreal	Canada	48,101,433,809s	47,821,486,206s	35	+ 1	1,227	29,866	1817
35	Long-Term Credit Bank of Japan Ltd., Tokyo (e)	Japan	47,369,618,572u	46,282,563,666u	36	+ 1	23	3,607	1952
36	Algemene Bank Nederland, Amsterdam	Netherlands	47,243,468,116s	49,940,555,122s	33		947	28,453	1824
37	Banca Nazionale del Lavoro, Rome	Italy	46,993,734,940s	44,082,165,531s	41	+ 4	411	23,956	1913
38	Mitsubishi Trust & Banking Corp., Tokyo (e)	Japan	45,420,269,458u	41,404,246,236	46	+ 8	55	6,445	1927
39	Taiyo Kobe Bank, Ltd., Kobe (e)	Japan	44,806,630,762u	44,586,835,722u	39		343	16,232	1936
40	Commerzbank, Duesseldorf	Germany	44,647,527,435s	45,177,993,580s	37		877	21,393	1870
41	Chemical Bank, New York	United States	44,327,352,000	41,966,524,000	44	+ 3	287	18,513	1824
42	Bayerische Vereinsbank, Munich	Germany	43,547,653,685s	43,836,707,218s	42		418	11,388	1869
43	Amsterdam-Rotterdam Bank, Amsterdam	Netherlands	42,403,879,856s	44,499,671,878s	40		871	23,797	1964
44	Rabobank Nederland, Utrecht	Netherlands	41,992,289,830s	44,979,515,674s	38		3,051	28,020	1898
45	Bank of Nova Scotia, Toronto	Canada	41,896,380,230s	41,709,846,475s	45		1,212	26,240	1832
46	Sumitomo Trust & Banking Co., Ltd., Osaka (e)	Japan	41,364,882,474u	36,871,736,472	53	+ 7	53	6,345	1925
47	Continental Illinois Nat'l Bank & Trust Co., Chicago	United States	40,609,430,000	42,676,000,000	43		20	12,579	1857
48	Mitsui Trust & Banking Co., Ltd., Tokyo (e)	Japan	40,450,900,710u	36,471,228,876u	54	+ 6	54	5,813	1924
49	Banca Commerciale Italiana, Milan	Italy	39,721,839,400s	38,987,896,368s	50	+ 1	512	22,860	1894
50	Standard Chartered Bank Plc, London	United Kingdom	39,133,626,000s	37,979,143,600s	51	+ 1	1,664	55,493	1853
51	Bayerische Landesbank Girozentrale, Munich	Germany	38,975,636,000s	39,965,979,598s	48		5	4,067	1972
52	Daiwa Bank, Ltd., Osaka (e)	Japan	38,250,618,078u	36,957,049,434u	52		167	11,097	1918
53	Bayerische Hypotheken-und Wechsel-Bank, Munich	Germany	37,995,700,004s	39,785,116,090s	49		517	10,723	1835
54	Bankers Trust Co., New York	United States	37,157,073,000	31,342,093,000	57	+ 3	N.A.	N.A.	1903
55	Credit Suisse, Zurich	Switzerland	36,601,506,000u	41,185,109,460u	47		166	12,495	1856
56	Toronto Dominion Bank	Canada	34,756,041,201s	32,959,536,921s	56		1,005	18,333	1855
57	Banco Espanol de Credito, Madrid	Spain	34,707,150,660s	34,745,229,450s	55		2,540	24,900	1902
58	First National Bank, Chicago	United States	33,081,354,000	31,330,760,000	58		20	10,183	1863
59	International Westminster Bank Plc, London	United Kingdom	31,676,183,280st	26,668,804,000st	70	+ 11	10	721	1913
60	Security Pacific National Bank, Los Angeles	United States	31,380,601,512	28,496,985,207	65	+ 5	660	23,614	1871
61	Istituto Bancario San Paolo di Torino, Turin	Italy	30,780,600,000s	29,083,014,584s	62	+ 1	475	13,682	1563
62	Yasuda Trust & Banking Co. Ltd., Tokyo (e)	Japan	29,824,062,186u	27,896,869,656u	69	+ 7	52	5,133	1925
63	Nippon Credit Bank, Ltd., Tokyo (e)	Japan	29,216,732,280u	28,745,955,396u	64	+ 1	19	1,828	1957
64	Societe Generale de Banque, Brussels	Belgium	28,851,339,900s	29,449,472,756s	61		1,182	15,445	1822
65	Deutsche Genossenschaftsbank, Frankfurt	Germany	28,749,321,292s	28,764,230,400s	63		11	2,215	1895
66	Credito Italiano, Milan	Italy	28,396,512,533s	29,870,233,026s	60		381	18,555	1870
67	Monte dei Paschi di Siena	Italy	28,370,069,250s	28,129,755,226s	66		707	15,043	1472
68	Kyowa Bank, Ltd., Tokyo (e)	Japan	28,357,218,264u	30,360,788,532s	59		237	12,000	1948
69	Westpac Banking Corp., Sydney (e)	Australia	27,688,119,849s	19,739,190,478s	91	+ 22	2,068	40,097	1817
70	Banco di Roma, Rome	Italy	27,508,802,261s	27,983,909,570s	67		446	16,691	1880
71	Banque Indosuez, Paris	France	26,604,042,912s	24,683,275,473s	73	+ 2	235	8,622	1975
72	Bank Melli Iran, Tehran (c)	Iran	26,467,246,600	20,700,986,631	85	+ 13	1,633	17,523	1928
73	Shoko Chukin Bank, Tokyo (e)	Japan	26,347,282,434	27,953,083,890	68		93	7,322	1936
74	Saitama Bank Ltd., Urawa (e)	Japan	25,804,157,028s	24,715,441,710s	72		178	8,960	1943
75	Lloyds Bank International Ltd., London (e)	United Kingdom	24,689,210,000st	21,908,434,500st	81	+ 6	201	10,000	1971
76	Norddeutsche Landesbank Girozentrale, Hannover	Germany	24,554,093,069s	22,401,181,142	79	+ 3	136	4,800	1970
77	Bank Leumi le-Israel, Tel-Aviv	Israel	24,460,753,845s	20,950,259,274s	84	+ 7	455	15,649	1902
78	State Bank of India, Bombay	India	23,555,956,800s	20,513,253,502s	86	+ 8	9,276	228,518	1955
79	Hessische Landesbank-Girozentrale, Frankfurt	Germany	23,524,812,465u	23,256,862,805u	74		5	2,879	1953
80	Toyo Trust & Banking Co. Ltd., Tokyo (e)	Japan	23,275,039,418u	21,995,467,794u	80		52	4,892	1959
81	Bank fuer Gemeinwirtschaft, Frankfurt	Germany	23,271,209,379s	25,663,372,221s	71		263	8,097	1958
82	Crocker National Bank, San Francisco	United States	22,974,536,000t	21,239,530,000t	83	+ 1	385	14,611	1870
83	Bank Hapoalim, Tel-Aviv	Israel	22,868,985,678s	18,899,925,875s	95	+ 12	343	10,263	1921
84	Nederlandsche Middenstandsbank, Amsterdam	Netherlands	22,700,594,182s	22,610,372,401s	76		482	10,948	1927
85	Hokkaido Takushoku Bank, Ltd., Sapporo (e)	Japan	22,133,230,312s	19,686,541,374u	93	+ 8	187	7,297	1980
86	Groupe Des Banques Populaires, Paris	France	21,982,052,000s	22,578,697,200s	77		1,790	27,700	1878
87	Banque Paribas, Paris	France	21,894,598,000u	19,854,500,400u	89	+ 2	78	9,200	1968
88	Commonwealth Banking Corp., Sydney (f)	Australia	21,435,844,592s	21,733,190,250s	82		1,311	32,357	1913
89	Wells Fargo Bank NA, San Francisco	United States	21,330,176,000	20,417,020,000	87		392	16,018	1852
90	Banque Bruxelles Lambert, Brussels (e)	Belgium	21,256,646,428s	23,197,460,137s	75		1,000	11,500	1871
91	Banco Central, Madrid	Spain	20,660,506,203s	19,813,017,934s	90		2,399	26,524	1919
92	First Interstate Bank of California, Los Angeles	United States	20,262,434,000	19,190,265,000	94	+ 2	341	2,478	1920
93	Bank of Yokohama, Ltd. (e)	Japan	20,023,745,870u	19,691,449,956s	92		178	7,394	1920
94	Creditanstalt-Bankverein, Vienna	Austria	19,564,603,890s	18,341,966,520s	99	+ 5	308	9,169	1855
95	Rafidain Bank, Baghdad qs.Iraq		19,389,691,164	18,136,620,000	100	+ 5	234	12,546	1941
96	Skandinaviska Enskilda Banken, Stockholm	Sweden	19,259,694,000s	22,423,097,700s	78		361	7,110	1972
97	Marine Midland Bank NA, Buffalo, N.Y.	United States	18,903,366,000t	17,657,663,000t	103	+ 6	317	10,933	1976
98	Banco di Napoli, Naples	Italy	18,863,999,752u	18,622,330,842u	97		496	13,451	1539
99	Kredietbank International Group, Brussels (c)	Belgium	18,643,145,600s	20,294,906,258s	88		848	10,335	1935
100	Australia & New Zealand Banking Group, Ltd., Melbourne (e)	Australia	18,197,932,896s	17,693,485,195s	102	+ 2	1,414	24,393	1835

(a)—Consolidated assets, if available, are used for all banks owning over 50% of other banks. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at N.Y. cable rate prevailing on date of bank's figures. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d) —Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f)—Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r)—Rank that bank would have had if data had been available. (R) —Revised. (s)—Consolidated assets, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, assets of these banks are not included in total assets of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z)—Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A.—Not available.

500 Largest World Banks in Total Assets (a)

ASSETS ON 12/31/82 COMPARED WITH 12/31/81

Number of Branches — Number of Employees — Year Opened for Business

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Asset Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	Assets 12/31/82 (b) in U.S. $	Assets 12/31/81 (d) in U.S. $	Asset Rank 12/31/81	Gain in Rank	As of 12/31/82 (b) No. of Bank Branches	As of 12/31/82 (b) No. of Employees	As of 12/31/82 (b) Operating Since
101	Mellon Bank NA, Pittsburgh	United States	18,101,267,000	16,839,201,000	105	+ 4	118	7,231	1869
102	Banque Francaise du Commerce Exterieur, Paris	France	17,020,691,972	15,288,047,407	107	+ 5	27	2,900	1947
103	Banco Hispano-Americano, Madrid	Spain	16,970,395,680s	14,976,004,950s	110	+ 7	1,372	17,082	1900
104	National Commercial Banking Corp. of Australia Ltd., Melbourne (e)	Australia	16,578,557,398s	10,407,579,984s	142	+ 38	1,816	21,844	1858
105	Svenska Handelsbanken, Stockholm	Sweden	16,571,730,000s	18,625,464,000s	96		452	5,650	1871
106	Bank Saderat Iran, Tehran (c)	Iran	16,506,462,345s	8,867,131,769s	165	+ 59	3,019	14,338	1952
107	Irving Trust Co., New York	United States	16,416,111,000	15,681,482,000	106		19	7,472	1851
108	Post-Och Kreditbanken, Stockholm	Sweden	16,176,774,000s	17,878,166,100s	101		130	3,542	1974
109	National Bank of Greece, Athens	Greece	15,867,590,100s	15,096,055,500s	108		440	14,850	1841
110	First National Bank, Boston	United States	15,602,316,000	14,268,357,000	114	+ 4	164	13,000	1784
111	Banco de Bilbao	Spain	15,390,012,540s	14,537,278,800s	113	+ 2	1	16,650	1857
112	Credit Commercial de France, Paris	France	15,308,852,630s	15,030,900,000s	109		5	7,404	1894
113	Banco di Sicilia, Palermo	Italy	15,114,340,350	13,908,979,864	116	+ 3	312	8,972	1860
114	National Bank of Canada, Montreal	Canada	15,091,856,691s	14,694,758,135s	112		610	12,513	1874
115	Banco Exterior de Espana, Madrid	Spain	14,819,298,900s	12,962,950,650s	120	+ 5	550	11,433	1929
116	National Commercial Bank, Jeddah	Saudi Arabia	14,777,835,294	12,136,959,627	123	+ 7	142	5,687	1938
117	Chuo Trust & Banking Co., Ltd., Tokyo (e)	Japan	14,088,179,420	12,167,264,862	122	+ 5	51	3,870	1962
118	Banca Nazionale dell'Agricoltura, Rome	Italy	13,981,967,925u	13,888,924,848u	117		211	7,936	1921
119	Landesbank Rheinland-Pfalz Girozentrale, Mainz	Germany	13,916,022,610s	14,905,452,686s	111		2	1,994	1958
120	Deutsche Girozentrale-Deutsche Kommunalbank, Frankfurt	Germany	13,328,749,000s	13,480,208,640s	119		1	302	1918
121	Banco de Vizcaya, Bilbao	Spain	12,849,252,360s	10,914,363,920s	132	+ 11	1,305	12,894	1901
122	Udruzena Beogradska Banka, Belgrade	Yugoslavia	12,657,870,000	14,056,605,000	115		21	17,000	1971
123	Israel Discount Bank, Ltd., Tel-Aviv	Israel	12,420,378,696s	10,591,205,187s	137	+ 14	280	7,082	1935
124	Banco de Santander	Spain	12,224,590,596s	10,987,846,922s	130	+ 6	1,424	13,323	1857
125	Bank of New York	United States	11,847,631,000	10,902,240,430	133	+ 8	190	9,146	1784
126	Banco de la Nacion Argentina, Buenos Aires	Argentina	11,824,298,735	11,839,620,500	125		588	20,466	1891
127	Chiba Bank, Ltd. (e)	Japan	11,709,910,748	11,946,391,578	124		134	5,217	1943
128	Sparbankernas Bank, Stockholm	Sweden	11,589,516,000s	12,950,992,800s	121		0	794	1942
129	Hokuriku Bank Ltd., Toyama (e)	Japan	11,477,334,134	11,469,261,060	128		163	5,488	1977
130	RepublicBank Dallas NA	United States	11,441,407,000	9,316,661,000	157	+ 27	9	3,556	1920
131	InterFirst Bank Dallas NA	United States	11,419,359,000	10,351,069,000	145	+ 14	3	2,253	1875
132	Girozentrale und Bank der Osterreichischen Sparkassen, Vienna	Austria	11,100,248,700u	10,720,861,200u	136	+ 4	1	1,487	1938
133	Joyo Bank, Ltd., Mito (e)	Japan	11,079,802,202	11,583,354,402	127		129	5,824	1935
134	Korea Exchange Bank, Seoul	Korea	11,074,053,560s	10,393,183,740u	144	+ 10	121	7,678	1967
135	Shizuoka Bank Ltd. (e)	Japan	11,067,768,976	11,704,774,050	126		179	6,460	1943
136	Standard Bank, Ltd., London	United Kingdom	10,815,476,070t	10,963,246,620t	131		1,140	29,285	1862
137	Commonwealth Trading Bank of Australia, Sydney (f)	Australia	10,514,270,422t	10,449,643,334t	140	+ 3	1,311	32,357	1913
138	Credit Industriel et Commercial, Paris (h)	France	10,511,722,308	10,542,910,238	138		N.A.	N.A.	1859
139	Deutsche Bank Compagnie Financiere Luxembourg (e)	Luxembourg	10,507,877,656t	10,417,498,000t	141	+ 2	0	67	1970
140	National Bank of Detroit	United States	10,507,127,000	10,244,362,000	147	+ 7	109	5,598	1933
141	Banca Popolare di Novara	Italy	10,499,721,065	10,791,431,878	135		372	7,374	1871
142	Hamburgische Landesbank-Girozentrale, Hamburg	Germany	10,496,170,428	10,104,788,652	150	+ 8	2	1,199	1938
143	Bank of Seoul and Trust Co	Korea	10,389,629,772	8,815,824,845	166	+ 23	158	8,528	1959
144	Oesterreichische Laenderbank, Vienna	Austria	10,381,909,930s	10,235,078,040s	148	+ 4	212	4,878	1880
145	Wuerttembergische Kommunale Landesbank-Girozentrale, Stuttgart	Germany	10,311,286,443	11,347,574,155u	129		1	1,011	1916
146	Landesbank Schleswig-Holstein Girozentrale, Kiel	Germany	9,886,392,234u	10,400,727,819u	143		3	1,329	1917
147	Banque Populaire Suisse, Berne	Switzerland	9,829,079,194s	10,502,177,724	139		145	4,985	1869
148	Texas Commerce Bank NA, Houston	United States	9,741,137,000	8,244,364,000	173	+ 25	2	2,587	1886
149	Ashikaga Bank, Ltd., Utsunomiya (e)	Japan	9,738,162,638	10,266,116,418	146		115	4,759	1895
150	Barclays National Bank Ltd., Johannesburg	South Africa	9,690,145,664st	7,965,937,937st	176	+ 26	507	23,827	1890
151	Banca Popolare di Milano, Milan	Italy	9,670,093,993s	8,975,077,847s	161	+ 10	134	4,442	1865
152	Seattle-First National Bank	United States	9,648,196,000	10,212,052,000	149		178	7,773	1870
153	Ljubljanska Banka, Ljubljana	Yugoslavia	9,646,368,660s	10,877,306,076s	134		398	11,841	1955
154	First City National Bank, Houston	United States	9,592,661,000	8,912,654,000	164	+ 10	3	2,930	1866
155	Badische Kommunale Landesbank-Girozentrale, Mannheim	Germany	9,353,570,828u	9,737,786,111u	155		3	1,000	1917
156	Bank of Fukuoka, Ltd. (e)	Japan	9,272,045,412	9,752,109,156	153		176	5,139	1945
157	Arab Bank Ltd., Amman	Jordan	9,237,182,375s	8,695,673,817	168	+ 11	130	3,500	1930
158	Compagnie Luxembourgeoise de la Dresdner Banque	Luxembourg	9,212,320,000t	9,821,196,000t	152		1	168	1967
159	Banco di Santo Spirito, Rome	Italy	9,187,133,921s	8,699,733,034s	167	+ 8	232	6,042	1605
160	Banco Brasileiro de Descontos, Osasco	Brazil	9,134,690,775s	8,567,834,400s	170	+ 10	1,407	89,291	1943
161	Bank of Hiroshima, Ltd. (e)	Japan	9,100,930,184	9,746,344,476	154		154	4,853	1878
162	Gunma Bank, Ltd., Maebashi (e)	Japan	8,919,836,274	8,915,301,324	163	+ 1	106	4,391	1922
163	Chartered Bank, London	United Kingdom	8,874,134,850t	8,165,315,652t	175	+ 12	257	12,879	1853
164	Banco Popular Espanol, Madrid	Spain	8,820,182,280s	9,377,317,350s	156		1,345	12,938	1926
165	Credit du Nord, Lille	France	8,737,121,070s	8,933,348,023s	162		619	11,751	1848
166	Hachijuni Bank, Ltd., Nagano (e)	Japan	8,615,786,094	8,641,853,298	169	+ 3	115	4,028	1931
167	Societe Nationale de Credit a l'Industrie, Brussels	Belgium	8,615,265,665	9,084,146,828	160		16	961	1919
168	Jugobanka-United Bank, Belgrade	Yugoslavia	8,586,561,816	9,301,783,203	158		394	9,838	1955
169	Berliner Handels und-Frankfurter Bank, Frankfurt	Germany	8,576,358,000s	9,233,159,040s	159		17	1,911	1854
170	Royal Bank of Scotland Plc, Edinburgh (e)	United Kingdom	8,542,612,000s	7,697,094,750s	180	+ 10	465	9,585	1727
171	Republic National Bank, New York	United States	8,457,640,000	6,733,473,572	199	+ 28	36	2,054	1966
172	Berliner Bank, Berlin	Germany	8,311,512,465s	8,428,019,933s	172		108	3,831	1950
173	Allied Irish Banks Ltd., Dublin	Ireland	8,232,080,000s	7,346,095,000	184	+ 11	403	9,069	1824
174	Union Bank of Finland, Ltd., Helsinki	Finland	8,206,890,560s	7,653,825,000s	181	+ 7	423	6,717	1862
175	Grindlays Bank Ltd., London	United Kingdom	7,987,420,910s	8,553,024,000s	171		180	10,002	1828
176	National Bank of Kuwait	Kuwait	7,914,610,000	6,914,003,842u	195	+ 19	42	1,800	1952
177	Arab Banking Corp., Manama	Bahrain	7,891,615,000s	4,778,000,000	280	+103	4	216	1980
178	NCNB National Bank of North Carolina, Charlotte	United States	7,882,583,000	6,889,512,000	196	+ 18	255	5,386	1874
179	Westdeutsche Genossenschafts-Zentralbank, Duesseldorf	Germany	7,839,979,000	7,603,531,200	182	+ 3	4	1,029	1894
180	Banco do Estado de Sao Paulo	Brazil	7,769,175,656	9,983,244,196	151		782	27,418	1926
181	Bremer Landesbank und Staatliche Kreditanstalt, Bremen	Germany	7,767,291,000	7,917,341,026	178		2	1,310	1938
182	Bangkok Bank, Ltd	Thailand	7,725,324,044	6,704,981,927	200	+ 18	283	17,957	1944
183	Bank of Scotland, Edinburgh	United Kingdom	7,719,800,000s	7,933,926,000s	177		500	7,400	1695
184	Riyad Bank Ltd., Jeddah	Saudi Arabia	7,688,847,633u	7,072,187,168u	192	+ 8	0	4,549	1957
185	Bank of Ireland, Dublin	Ireland	7,591,520,000s	7,300,190,900s	187	+ 2	367	8,662	1783
186	Bank of Taiwan, Taipei	Taiwan	7,520,844,007u	7,161,330,920s	190	+ 4	58	5,800	1946
187	Bank Bumiputra Malaysia Berhad, Kuala Lumpur	Malaysia	7,427,306,000s	5,911,451,251s	224	+ 37	N.A.	N.A.	1966
188	Westfalenbank, Bochum	Germany	7,367,987,509st	7,255,651,138st	188		1	700	1921
189	Kansallis-Osake Pankki, Helsinki	Finland	7,283,255,137s	6,967,187,914s	193	+ 4	644	7,358	1890
190	Williams and Glyns Bank Plc, London (e)	United Kingdom	7,267,338,000s	6,482,666,250s	209	+ 19	316	6,565	1753
191	Privredna Banka Sarajevo-Udruzena Banka, Sarajevo	Yugoslavia	7,138,548,000	7,786,426,320s	179		22	6,902	1971
192	Union Bank, Los Angeles	United States	7,129,900,000	6,605,649,000t	205	+ 13	59	5,246	1914
193	American Express International Banking Corp., New York (y)	United States	7,076,000,000s	6,547,000,000s	207	+ 14	63	5,505	1919
194	Pittsburgh National Bank	United States	7,014,798,000	6,458,549,931	211	+ 17	115	3,486	1863
195	Valley National Bank of Arizona, Phoenix	United States	6,821,877,000	5,919,018,000	223	+ 28	223	6,835	1900
196	Yamaguchi Bank, Ltd., Shimonoseki (e)	Japan	6,774,185,158	7,362,541,746	183		137	4,015	1944
197	Chugoku Bank, Ltd., Okayama (e)	Japan	6,770,429,660	7,178,960,654	189		151	3,717	1930
198	Southeast Bank NA, Miami	United States	6,768,087,000	6,128,190,000	218	+ 20	131	6,500	1902
199	Nishinippon Sogo Bank, Ltd., Fukuoka (e)	Japan	6,764,772,220	7,323,376,338	...		148	3,885	1944
200	Danske Bank, Copenhagen	Denmark	6,670,932,150s	6,540,575,470s	208	+ 8	323	5,632	1871

(a)—Consolidated assets, if available, are used for all banks owning over 50% of other banks. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at N.Y. cable rate prevailing on date of bank's figures. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d)—Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f)—Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r)—Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated assets, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, assets of these banks are not included in total assets of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z)—Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A.—Not available.

500 Largest World Banks in Total Assets (a)

ASSETS ON 12/31/82 COMPARED WITH 12/31/81

Number of Branches — Number of Employees — Year Opened for Business

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Asset Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	Assets 12/31/82 (b) in U.S. $	Assets 12/31/81 (d) in U.S. $	Asset Rank 12/31/81	Gain in Rank	As of 12/31/82 (b) No. of Bank Branches	As of 12/31/82 (b) No. of Employees	As of 12/31/82 (b) Operating Since
201	Hanil Bank Ltd., Seoul	Korea	6,636,568,271u	5,560,893,279	245	+ 44	144	8,300	1932
202	Commercial Bank of Syria, Damascus (f)	Syria	6,564,499,680	4,368,650,000u	301	+ 99	34	2,889	1967
203	Harris Trust & Savings Bank, Chicago	United States	6,544,163,000	7,121,182,000	191		• 4	3,637	1882
204	Copenhagen Handelsbank	Denmark	6,538,432,462s	6,795,038,482s	197		370	5,571	1873
205	Genossenschaftliche Zentralbank, Vienna	Austria	6,517,419,500u	5,984,187,600u	221	+ 16	4	781	1927
206	National Bank of North America, New York	United States	6,481,073,000t	5,683,856,000t	236	+ 30	156	N.A.	1905
207	Banco Itau, Sao Paulo	Brazil	6,478,745,912s	5,776,108,645s	230	+ 23	859	59,612	1944
208	Shichijushichi Bank, Ltd., Sendai (e)	Japan	6,456,936,766	6,608,934,594	204		122	3,495	1878
209	Caisse Centrale des Banques Populaires, Paris	France	6,446,121,345t	4,454,666,520t	295	+ 86	N.A.	N.A.	1921
210	Philippine National Bank, Manila	Philippines	6,410,400,480u	5,624,676,975u	241	+ 31	198	7,024	1916
211	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	United States	6,400,360,370	5,792,979,245	229	+ 18	199	5,525	1879
212	Hokkaido Bank, Ltd., Sapporo (e)	Japan	6,390,666,556	6,681,186,684	201		121	3,223	1951
213	Hang Seng Bank Ltd., Hong Kong	Hong Kong	6,381,313,400st	5,695,137,980st	233	+ 20	66	5,448	1933
214	Nippon Trust & Banking Co., Ltd., Tokyo (e)	Japan	6,355,169,842	6,563,303,280	206		37	2,382	1927
215	National Bank of Abu Dhabi	United Arab Emirates	6,300,831,300s	6,173,040,000s	217	+ 2	52	1,381	1968
216	Commerzbank International, Luxembourg	Luxembourg	6,283,433,918t	6,964,216,318t	194		0	61	1969
217	Sudwestdeutsche Genossenschafts-Zentralbank, Karlsruhe	Germany	6,265,940,679	5,769,884,733	231	+ 14	1	691	1883
218	Union de Banques Arabes et Francaises, Neuilly	France	6,262,828,086	5,908,290,971	225	+ 7	4	431	1970
219	Commercial Bank of Australia, Ltd., Melbourne (c,e)	Australia	6,258,505,058t	8,228,509,760s	174		N.A.	N.A.	1866
220	Commercial Bank of Korea Ltd., Seoul	Korea	6,192,441,026	5,827,368,585	227	+ 7	139	7,946	1899
221	Gulf Bank, Kuwait	Kuwait	6,169,316,966	5,319,670,845	252	+ 31	28	850	1960
222	Daishi Bank, Ltd., Niigata (e)	Japan	6,137,071,808	6,619,633,668	203		129	3,518	1873
223	Gulf International Bank B.S.C., Manama	Bahrain	6,132,099,600	4,490,788,050	291	+ 68	3	415	1975
224	Bank fuer Arbeit und Wirtschaft, Vienna	Austria	6,129,486,932u	5,665,296,104u	237	+ 13	108	1,805	1947
225	Iyo Bank, Ltd., Matsuyama (e)	Japan	6,122,957,984	6,459,461,604	210		126	3,379	1878
226	Credito Romagnolo, Bologna	Italy	6,116,415,162u	6,293,986,505	215		186	3,642	1896
227	Bank of Kyoto, Ltd. (e)	Japan	6,075,945,402	6,361,832,016	213		100	3,257	1941
228	Privredna Banka, Zagreb	Yugoslavia	6,055,979,004	6,794,446,428	198		23	2,848	1964
229	Commercial Bank of Kuwait	Kuwait	6,031,655,740	5,112,464,460	260	+ 31	32	1,500	1960
230	Norddeutsche Genossenschaftsbank, Hannover	Germany	5,947,542,137s	.....	...		4	954	1982
231	Banca Toscana, Florence	Italy	5,940,923,523t	5,659,323,315t	238	+ 7	178	3,678	1904
232	Hyakujushi Bank, Ltd., Takamatsu (e)	Japan	5,872,995,908	6,099,048,648	219		105	2,949	1878
233	Nanto Bank, Ltd., Nara (e)	Japan	5,872,366,890	6,252,036,372	216		105	3,145	1934
234	Korea First Bank, Seoul	Korea	5,864,989,607s	5,583,384,560s	244	+ 10	135	7,998	1929
235	First Union National Bank, Charlotte, N.C.	United States	5,832,211,000	4,994,603,000	268	+ 33	204	3,922	1908
236	Standard Bank of South Africa Ltd., Johannesburg	South Africa	5,781,699,280	5,638,820,148	239	+ 3	453	18,204	1862
237	Norkse Creditbank, Oslo	Norway	5,752,200,300s	5,848,252,365s	226		118	3,628	1857
238	Nederlandse Credietbank, Amsterdam	Netherlands	5,730,030,672s	6,401,500,701s	212		110	2,493	1918
239	Philadelphia National Bank	United States	5,695,965,000	5,726,114,000	232		68	4,265	1803
240	Vojvodjanska Banka-Udruzena Banka, Novi Sad	Yugoslavia	5,656,825,116	6,356,892,204	214		16	5,252	1961
241	Northern Trust Co., Chicago	United States	5,647,071,000	5,950,443,000	222		3	4,067	1889
242	Cho-Heung Bank Ltd., Seoul	Korea	5,618,009,834s	5,006,801,360s	267	+ 25	145	8,177	1897
243	Nedbank Ltd., Johannesburg (e)	South Africa	5,609,604,198s	4,606,123,846s	286	+ 43	208	8,415	1888
244	Bayerische Raiffeisen-Zentralbank, Munich	Germany	5,589,955,000	5,396,976,000	248	+ 4	11	1,651	1893
245	AmeriTrust Co., Cleveland	United States	5,455,307,000	4,787,778,000	278	+ 33	124	4,113	1894
246	Shiga Bank, Ltd., Otsu (e)	Japan	5,347,970,588	5,609,662,974	243		111	3,012	1933
247	First Pennsylvania Bank NA, Philadelphia	United States	5,344,202,000	5,131,277,000	258	+ 11	70	3,600	1782
248	Comerica Bank-Detroit	United States	5,341,785,000	4,733,738,000	282	+ 34	89	4,579	1849
249	Citizens & Southern National Bank, Atlanta	United States	5,328,338,000	4,200,288,000	310	+ 61	15	5,673	1887
250	Land Bank of Taiwan, Taipei	Taiwan	5,307,969,246	3,578,622,400	361	+111	55	3,815	1946
251	Societe Generale Alsacienne de Banque, Strasbourg	France	5,304,475,358s	5,616,313,717s	242		154	2,394	1881
252	Rainier National Bank, Seattle	United States	5,294,959,000	5,391,370,000	249		153	4,626	1889
253	BancOhio National Bank, Columbus	United States	5,288,906,000	5,074,536,000	263	+ 10	269	5,893	1929
254	Bank Mees & Hope, Amsterdam	Netherlands	5,282,666,550st	5,631,375,669s	240		29	2,124	1720
255	Lombard North Central Plc, London (e)	United Kingdom	5,257,421,000st	.....	...		161	4,327	1861
256	First National Bank, Minneapolis	United States	5,221,761,000	4,312,472,000	306	+ 50	7	1,870	1857
257	Landesgirokasse, Stuttgart	Germany	5,203,475,967	5,383,985,760u	250		244	4,096	1818
258	Kleinwort, Benson, Lonsdale Plc, London	United Kingdom	5,188,035,020s	6,044,267,248s	220		1	1,400	1830
259	Juroku Bank, Ltd., Gifu (e)	Japan	5,142,516,188	5,432,909,760	247		103	2,900	1877
260	European American Bank & Trust Co., New York	United States	5,098,979,000	4,317,051,000	304	+ 44	94	4,528	1968
261	Banco Portugues do Atlantico, Oporto	Portugal	5,063,268,337s	5,074,916,001	262	+ 1	151	5,939	1919
262	Vereins-und Westbank, Hamburg	Germany	5,050,745,202s	5,007,279,166s	266	+ 4	275	4,064	1856
263	Commercial Banking Co. of Sydney, Ltd. (c,e)	Australia	5,017,139,985t	6,662,621,837s	202		N.A.	N.A.	1834
264	Hyakugo Bank, Ltd., Tsu (e)	Japan	5,015,019,078	5,277,190,266	254		106	3,141	1879
265	United Bank for Africa Ltd., Lagos	Nigeria	5,012,259,000u	4,452,422,625	297	+ 32	103	5,770	1961
266	Banco de la Republica Oriental del Uruguay, Montevideo	Uruguay	4,997,007,433	2,319,119,747	494	+228	132	100	1896
267	Kiyo Bank, Ltd., Wakayama (e)	Japan	4,983,162,480	5,318,597,016	253		90	2,928	1895
268	Banque Worms, Paris	France	4,981,726,736u	5,044,782,467u	264		33	1,722	1929
269	Alahli Bank of Kuwait	Kuwait	4,903,336,639	4,473,997,204	294	+ 25	12	621	1967
270	National Bank of Egypt, Cairo (f)	Egypt	4,867,290,000u	5,235,370,000u	255		155	6,921	1898
271	United Mizrahi Bank Ltd., Tel-Aviv	Israel	4,837,071,393s	3,333,015,682s	388	+117	80	3,000	1923
272	Banque de l'Union Europeenne, Paris	France	4,818,146,000u	5,154,983,400u	257		7	1,334	1968
273	Connecticut Bank & Trust Co. NA, Hartford	United States	4,807,585,000	905,111,000	...		152	4,622	1792
274	Banque Commerciale pour l'Europe du Nord, Paris	France	4,805,888,966	5,686,627,958	235		0	348	1921
275	United States National Bank of Oregon, Portland	United States	4,790,555,000	4,795,565,000	275		188	4,740	1891
276	Bancomer, Mexico City	Mexico	4,746,891,268u	18,563,471,860u	98		723	29,269	1932
277	Bank Negara Indonesia 1946, Jakarta	Indonesia	4,739,938,467	4,148,918,544	315	+ 38	238	11,599	1946
278	Mercantile National Bank, Dallas	United States	4,728,836,000	3,833,418,000	337	+ 59	1	1,637	1914
279	Banque Misr, Cairo (f)	Egypt	4,723,427,925u	4,077,005,813u	321	+ 42	300	12,834	1920
280	Suruga Bank, Ltd., Numazu (e)	Japan	4,721,770,142	5,360,545,818	251		116	3,439	1895
281	First Interstate Bank of Oregon NA, Portland	United States	4,714,043,000	4,559,759,000	289	+ 8	167	4,110	1865
282	Christiania Bank og Kreditkasse, Oslo	Norway	4,688,620,494s	4,843,983,600s	273		91	3,591	1848
283	Bank of Baroda, Bombay	India	4,686,372,162u	4,323,392,987u	303	+ 20	1,734	36,037	1908
284	Hokkoku Bank, Ltd., Kanazawa (e)	Japan	4,683,984,398	5,106,022,290	261		110	2,835	1943
285	Tokyo Sogo Bank, Ltd. (e)	Japan	4,679,901,364	5,199,169,194	...		77	2,700	1950
286	United Virginia Bank, Richmond	United States	4,679,297,000	3,815,707,000	340	+ 54	188	4,805	1865
287	Development Bank of Singapore Ltd	Singapore	4,664,992,950	3,818,560,175	339	+ 52	22	1,612	1968
288	First Bank of Nigeria Ltd., Lagos	Nigeria	4,657,754,780	4,147,228,790	316	+ 28	169	8,881	1894
289	Bank Leu, Ltd., Zurich	Switzerland	4,654,210,638u	4,808,126,671u	274		22	1,081	1755
290	Istituto Bancario Italiano, Milan	Italy	4,624,622,282	5,690,485,965	234		51	2,889	1918
291	Norwest Bank, Minneapolis	United States	4,612,716,000	4,478,117,000	293	+ 2	5	2,143	1872
292	Banco Nacional de Mexico, Mexico City	Mexico	4,595,716,559u	17,089,294,602u	104		692	26,723	1884
293	Hyogo Sogo Bank, Ltd., Kobe (e)	Japan	4,582,559,898	5,030,517,888	...		119	2,924	1944
294	Higo Bank, Ltd., Kumamoto (e)	Japan	4,551,674,742	4,769,171,388	281		100	2,970	1925
295	Cooperative Bank of Taiwan, Taipei	Taiwan	4,539,093,278	3,866,816,523	335	+ 40	66	3,856	1946
296	Punjab National Bank, New Delhi	India	4,531,840,337	4,648,511,153	285		1,890	36,800	1895
297	Postipankki, Helsinki	Finland	4,529,769,640s	4,138,796,207u	318	+ 21	37	6,000	1886
298	First Interstate Bank of Arizona NA, Phoenix	United States	4,508,115,000	4,112,714,000	319	+ 21	167	4,082	1877
299	Banco Nacional de Desarrollo, Buenos Aires	Argentina	4,507,000,719	3,893,080,000	331	+ 32	31	3,425	1944
300	West LB International, Luxembourg	Luxembourg	4,504,616,885t	4,958,434,719t	271		0	66	1972

(a)—Consolidated assets, if available, are used for all banks owning over 50% of other banks. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at N.Y. cable rate prevailing on date of bank's figures. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d)—Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f)—Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r)—Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated assets, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, assets of these banks are not included in total assets of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z)—Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A.—Not available.

NOTE

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500 Largest World Banks in Total Assets (a)

ASSETS ON 12/31/82 COMPARED WITH 12/31/81

Number of Branches — Number of Employees — Year Opened for Business

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Asset Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	Assets 12/31/82 (b) in U.S. $	Assets 12/31/81 (d) in U.S. $	Asset Rank 12/31/81	Gain in Rank	As of 12/31/82 (b) No. of Bank Branches	As of 12/31/82 (b) No. of Employees	As of 12/31/82 (b) Operating Since
301	Kinki Sogo Bank, Ltd., Osaka (e)	Japan	4,483,226,455	4,887,502,200	...		86	2,860	1942
302	Manufacturers National Bank, Detroit	United States	4,480,344,000	4,484,607,000	292		81	2,972	1933
303	Bank of India, Bombay	India	4,445,230,981	4,868,189,730	272		1,630	39,306	1906
304	Privatbanken, Copenhagen	Denmark	4,427,236,000s	4,794,374,900s	276		226	4,187	1857
305	United Overseas Bank Ltd., Singapore	Singapore	4,399,339,386s	3,661,939,111s	351	+ 46	87	3,652	1935
306	Credit Lyonnais Bank Nederland, Rotterdam	Netherlands	4,393,044,292st	4,378,179,707s	300		90	2,825	1926
307	Banco Real, Sao Paulo	Brazil	4,387,808,821s	5,536,640,179s	246		613	29,542	1925
308	Banca Provinciale Lombarda, Bergamo	Italy	4,351,984,022	4,443,941,861	298		113	2,715	1932
309	Central Bank of India, Bombay (c)	India	4,323,840,334	3,830,061,909	338	+ 29	2,125	39,370	1911
310	Nagoya Sogo Bank, Ltd. (e)	Japan	4,318,697,019	4,445,987,940	...		91	2,989	1949
311	Union Bank of Nigeria Ltd., Lagos (e)	Nigeria	4,311,450,000	3,902,092,320	330	+ 19	160	9,007	1917
312	Shikoku Bank, Ltd., Kochi (e)	Japan	4,309,051,858	4,439,435,994	299		113	2,670	1878
313	Uniao de Bancos Brasileiros, Rio de Janeiro	Brazil	4,287,884,323	2,206,646,644	505	+192	N.A.	N.A.	1967
314	Fukui Bank, Ltd. (e)	Japan	4,285,912,776	4,202,520,552	309		114	2,501	1952
315	Banco Nacional, Belo Horizonte	Brazil	4,282,999,426s	3,554,606,917s	364	+ 49	555	27,272	1944
316	Turkiye Cumhuriyeti Ziraat Bankasi, Ankara	Turkey	4,272,646,720	5,023,617,340	265		1,060	31,744	1863
317	Bank Dagang Negara, Jakarta	Indonesia	4,257,288,741	3,775,005,030	343	+ 26	87	6,182	1960
318	Banco de Chile, Santiago	Chile	4,255,459,071s	4,978,624,393u	269		100	3,323	1893
319	Stopanska Banka-Zdruzena Banka, Skopje	Yugoslavia	4,253,921,946	4,576,270,851	288		25	2,858	1962
320	Kofuku Sogo Bank, Ltd., Osaka (e)	Japan	4,230,015,780	4,432,290,372	...		92	2,858	1926
321	Banque Internationale a Luxembourg	Luxembourg	4,200,903,315	5,197,788,777s	256		55	1,487	1856
322	Bankhaus Sal. Oppenheim jr. & Cie., Cologne	Germany	4,194,309,267s	.....	...		1	673	1789
323	Bank Bumi Daya, Jakarta	Indonesia	4,171,420,197	4,205,044,221	308		114	6,421	1959
324	Banca Catalana, Barcelona	Spain	4,164,569,728s	2,282,361,321s	497	+173	360	4,900	1959
325	Girard Bank, Philadelphia	United States	4,141,382,000	4,146,419,000	317		154	3,351	1836
326	Fukuoka Sogo Bank, Ltd. (e)	Japan	4,132,250,006	4,232,122,614	...		103	2,337	1924
327	California First Bank, San Francisco	United States	4,121,567,000t	4,004,013,000t	324		116	3,721	1975
328	National City Bank, Cleveland	United States	4,116,320,000	3,628,175,000	355	+ 27	58	2,201	1845
329	Gotabanken, Goteborg	Sweden	4,115,256,600s	4,545,836,100s	290		171	2,065	1848
330	First Commercial Bank, Taipei	Taiwan	4,113,957,356	3,971,753,231	326		106	5,217	1899
331	Ogaki-Kyoritsu Bank, Ltd., Ogaki (e)	Japan	4,112,430,356	4,315,465,260u	305		91	2,591	1896
332	Saudi International Bank, London	United Kingdom	4,076,114,280s	3,873,632,764s	333	+ 1	0	239	1976
333	Maryland National Bank, Baltimore	United States	4,075,415,000	3,936,602,000	328		195	4,081	1933
334	Societe Lyonnaise de Depots et de Credit Industriel, Lyons	France	4,075,006,000u	4,792,483,800s	277		308	4,198	1865
335	Malayan Banking Berhad, Kuala Lumpur (f)	Malaysia	4,066,624,443s	3,427,743,000s	384	+ 49	166	6,461	1960
336	Connecticut National Bank, Hartford	United States	4,062,761,000	2,710,780,000	441	+105	119	3,651	1792
337	Bank of New Zealand, Ltd., Wellington (g)	New Zealand	4,058,779,688s	4,256,570,948s	307		254	7,400	1861
338	Commercial Bank of Greece, Athens	Greece	4,038,148,876u	3,916,364,331u	329		237	5,696	1907
339	Zagrebacka Banka, Zagreb	Yugoslavia	4,016,295,576	4,581,679,032	287		21	4,378	1978
340	Banque Generale du Luxembourg	Luxembourg	4,012,037,974	4,073,943,311	322		50	1,271	1919
341	Habib Bank Ltd., Karachi	Pakistan	3,995,876,063s	3,729,003,501s	345	+ 4	1,918	22,547	1941
342	Banca Popolare di Bergamo	Italy	3,994,733,325	3,603,539,946	358	+ 16	118	2,430	1869
343	BFG Luxembourg	Luxembourg	3,988,113,909tu	4,962,991,239tu	270		0	42	1973
344	Banque Cantonale de Berne	Switzerland	3,985,828,950	4,196,650,650	311		62	1,285	1834
345	Fidelity Bank, Philadelphia	United States	3,975,072,000	3,521,052,000	372	+ 27	69	2,734	1866
346	Banco Industrial de Venezuela, Caracas	Venezuela	3,954,733,257u	4,078,700,318u	320		43	2,000	1937
347	Kagoshima Bank, Ltd. (e)	Japan	3,933,294,218	4,190,956,776	312		111	2,689	1879
348	Mercantile Trust Co. NA, St. Louis, Mo.	United States	3,927,619,000	3,604,451,000	357	+ 9	2	2,007	1855
349	Heiwa Sogo Bank, Ltd., Tokyo (e)	Japan	3,918,486,926	4,147,399,026	...		93	3,490	1950
350	Bank of Tokyo Trust Co., New York	United States	3,907,635,528t	3,692,592,228t	349		7	354	1955
351	Turkiye Is Bankasi, Ankara	Turkey	3,905,262,360s	3,578,269,399s	362	+ 11	910	22,097	1924
352	Toho Bank, Ltd., Fukushima (e)	Japan	3,882,161,382	4,154,196,186	314		89	2,561	1941
353	Union Bank of Switzerland (Luxembourg)	Luxembourg	3,879,963,006t	3,472,013,159t	379	+ 26	0	62	1973
354	Fleet National Bank, Providence, R.I.	United States	3,869,395,000	3,645,943,000	354		46	2,026	1791
355	Volkskas, Ltd., Pretoria	South Africa	3,863,991,023s	4,037,143,298	323		276	11,250	1934
356	Bank of Credit & Comm Int'l (Overseas) Ltd., Georgetown	Cayman Islands	3,827,836,089	3,195,112,832s	399	+ 43	60	1,958	1975
357	First National Bank, Atlanta	United States	3,815,577,000	2,902,785,000	424	+ 67	78	3,100	1865
358	Virginia National Bank, Norfolk	United States	3,764,970,000	3,115,954,000	407	+ 49	196	4,518	1867
359	Hambros Bank Ltd., London	United Kingdom	3,764,387,720s	3,533,556,700s	370	+ 11	1	1,670	N.A.
360	Bayerische Landesbank International, Luxembourg (e)	Luxembourg	3,761,620,568t	3,570,982,729t	363	+ 3	1	50	1973
361	Genossenschaftliche Zentralbank, Stuttgart	Germany	3,738,558,600	3,536,871,840	367	+ 6	0	451	1970
362	Lincoln First Bank NA, Rochester, N.Y.	United States	3,732,934,000	3,469,433,000	381	+ 19	139	3,659	1979
363	Banca Cattolica del Veneto, Vicenza	Italy	3,717,760,092t	4,453,563,440t	296		194	3,172	1892
364	Bank of New England NA, Boston	United States	3,706,985,000	3,227,962,569	395	+ 31	16	2,419	1831
365	Banque Cantonale Vaudoise, Lausanne	Switzerland	3,696,237,174	3,979,592,486	325		55	1,387	1846
366	Arab African International Bank, Cairo	Egypt	3,687,263,000s	2,994,252,000s	415	+ 49	9	593	1964
367	Huntington National Bank, Columbus, Ohio	United States	3,680,601,000	3,170,225,000	403	+ 36	133	3,153	1866
368	Banco Pinto & Sotto Mayor, Lisbon	Portugal	3,677,585,000u	3,805,980,940s	341		147	6,485	1914
369	Bank of California NA, San Francisco	United States	3,666,564,000	3,715,983,000	348		44	2,039	1864
370	Banco Lariano, Como	Italy	3,662,169,423t	3,610,958,479t	356		113	2,157	1908
371	Banco Espirito Santo e Comercial, Lisbon	Portugal	3,644,156,518	3,520,134,242	373	+ 2	136	6,560	1937
372	Oita Bank, Ltd. (e)	Japan	3,639,687,970	3,878,265,906	332		104	2,343	1893
373	National Commercial Bank, Tripoli	Libya	3,627,841,538	N.A.	...		N.A.	N.A.	1970
374	Provident National Bank, Philadelphia	United States	3,589,302,000	3,119,049,000	406	+ 32	70	2,532	1847
375	Riggs National Bank, Washington, D.C.	United States	3,588,905,000	3,544,459,000	365		31	2,022	1836
376	Awa Bank, Ltd., Tokushima (e)	Japan	3,573,693,188	3,860,274,942	336		82	2,075	1896
377	Bank fuer Handel und Industrie, Berlin	Germany	3,559,787,289tu	3,541,994,865tu	366		79	1,839	1949
378	Kredietbank S.A. Luxembourgeoise, Luxembourg	Luxembourg	3,553,360,000st	3,399,123,000st	385v	+ 7	4	1,009	1949
379	First National Bank, St. Paul, Minn.	United States	3,546,604,000	3,175,552,000	400	+ 21	3	838	1853
380	Clydesdale Bank Plc, Glasgow	United Kingdom	3,535,400,610st	3,655,235,588tu	353		382	6,500	1838
381	Banco Urquijo, Madrid	Spain	3,532,156,446	4,725,244,890	283		54	1,949	1870
382	Landesbank Saar-Girozentrale, Saarbrucken	Germany	3,527,433,000u	3,501,561,600u	375		0	614	1941
383	Bank Rakjat Indonesia, Jakarta	Indonesia	3,526,388,827	N.A.	...		290	30,689	1968
384	Morgan Grenfell & Co. Ltd., London	United Kingdom	3,519,176,640s	3,202,278,646s	398	+ 14	5	1,046	1838
385	Tokyo Tomin Bank, Ltd. (e)	Japan	3,505,718,302	3,673,383,156	350		69	2,648	1951
386	Banque Internationale pour l'Afrique Occidentale, Paris	France	3,503,854,000s	3,517,618,936s	374		190	7,860	1965
387	Chuo Sogo Bank, Ltd., Nagoya (e)	Japan	3,502,349,892	3,598,799,382	...		88	2,448	1944
388	San-in Godo Bank, Ltd., Matsue (e)	Japan	3,499,904,538	3,797,908,848	342		119	2,338	1941
389	Banco del Estado de Chile, Santiago	Chile	3,499,128,371s	4,707,398,594	284		81	6,342	1953
390	Iwate Bank, Ltd., Morioka (e)	Japan	3,489,378,722	3,723,239,034	346		93	2,078	1932
391	Hill, Samuel & Co., Ltd., London	United Kingdom	3,479,371,000	3,144,864,750	404	+ 13	7	1,447	1831
392	Bank of Kuwait and the Middle East	Kuwait	3,478,816,204	2,638,737,088	455	+ 63	16	720	1971
393	Orion Royal Bank Ltd., London (e)	United Kingdom	3,465,338,240st	3,499,286,400st	376		0	310	1970
394	Akita Bank, Ltd. (e)	Japan	3,464,024,458	3,600,337,227	359		83	2,012	1941
395	Baden-Wuerttembergische Bank, Stuttgart	Germany	3,463,195,438s	3,521,472,312s	371		86	1,714	1871
396	European Banking Co. SA, Brussels	Belgium	3,447,222,502	3,867,351,527	334		0	76	1967
397	Mercantile Bank of Canada, Montreal	Canada	3,438,717,224	3,292,245,853	392		13	811	1953
398	Banque Sudameris, Paris	France	3,426,348,148s	3,580,938,235s	360		171	6,972	1910
399	Nordic Bank Plc, London	United Kingdom	3,406,929,050s	3,720,145,836	347		1	464	N.A.
400	Banco Nacional Ultramarino, Lisbon	Portugal	3,406,489,077	3,236,950,518	394		146	5,500	1864

(a)—Consolidated assets, if available, are used for all banks owning over 50% of other banks. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at N.Y. cable rate prevailing on date of bank's figures. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d)—Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982 (f)—Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with ass[illegible] $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r)—Rank that bank would have had if data had been available. (R)—Revised. (s)—Consolidated assets, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, assets of these banks are not included in total assets of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z)—Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A.—Not available.

500 Largest World Banks in Total Assets (a)

ASSETS ON 12/31/82 COMPARED WITH 12/31/81

Number of Branches — Number of Employees — Year Opened for Business

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Asset Rank 12/31/82	(Exclusive of Mutual Savings Banks)	Country	Assets 12/31/82 (b) in U.S. $	Assets 12/31/81 (d) in U.S. $	Asset Rank 12/31/81	Gain in Rank	As of 12/31/82 (b) No. of Bank Branches	As of 12/31/82 (b) No. of Employees	As of 12/31/82 (b) Operating Since
401	Canara Bank, Bangalore	India	3,401,941,200	3,534,594,000	369		1,393	34,711	1906
402	Eighteenth Bank, Ltd., Nagasaki (e)	Japan	3,396,224,506	3,536,256,906	368		86	2,081	1877
403	Banque du Caire, Cairo (f)	Egypt	3,357,021,915u	2,987,053,650u	417	+ 14	110	7,408	1952
404	First Wisconsin National Bank, Milwaukee	United States	3,349,326,000	3,305,162,000	391		17	2,868	1853
405	Bank of Credit & Commerce International, Luxembourg	Luxembourg	3,330,610,462	2,722,439,163	440	+ 35	80	2,325	1972
406	Continental Bank of Canada, Toronto	Canada	3,318,381,153	2,980,664,424	418	+ 12	60	1,800	1979
407	Centerre Bank NA, St. Louis, Mo	United States	3,313,913,000	3,660,087,000	352		4	1,853	1919
408	Fukutoku Sogo Bank, Ltd., Osaka (e)	Japan	3,310,879,046	3,532,793,796	...		79	2,387	1949
409	Hokuyo Sogo Bank, Ltd., Sapporo (e)	Japan	3,307,786,064	3,487,700,232	...		95	2,204	1917
410	State Street Bank & Trust Co., Boston	United States	3,300,566,000	2,907,145,000	422	+ 12	17	3,078	1792
411	Hokuetsu Bank, Ltd., Nagaoka (e)	Japan	3,292,566,806	3,495,977,280	377		83	2,137	1878
412	Trade Development Bank Overseas, Inc., Panama	Panama	3,262,421,394t	2,906,571,458	423	+ 11	1	47	1972
413	Shinwa Bank, Ltd., Sasebo (e)	Japan	3,255,815,778	3,456,880,704	382		96	2,134	1939
414	Banca della Svizzera Italiana, Lugano	Switzerland	3,253,690,858s	2,987,332,380s	416	+ 2	31	1,263	1873
415	Scandinavian Bank Ltd., London	United Kingdom	3,223,917,130s	2,677,215,304	446	+ 31	12	595	1969
416	American Security Bank NA, Washington, D.C.	United States	3,220,793,000	2,868,156,000	425	+ 9	35	1,405	1890
417	Bank of Virginia, Richmond	United States	3,216,947,000	2,551,907,319	461	+ 44	121	2,737	1922
418	Chang Hwa Commercial Bank, Ltd., Taichung	Taiwan	3,204,130,786	3,358,337,787	385		101	4,908	1905
419	Bergen Bank	Norway	3,197,506,998u	3,471,329,415u	380		107	2,496	1855
420	Hiroshima Sogo Bank, Ltd. (e)	Japan	3,190,610,060	3,337,538,922	...		77	2,312	1923
421	Aomori Bank, Ltd. (e)	Japan	3,182,961,350	3,434,613,552	383		93	2,207	1943
422	Bank of Osaka, Ltd. (e)	Japan	3,182,961,350	3,336,691,428	387		66	1,818	1950
423	Oversea-Chinese Banking Corp., Ltd., Singapore	Singapore	3,178,480,000s	2,846,151,750s	430	+ 7	55	1,033	1932
424	Montagu (Samuel) & Co., Ltd., London	United Kingdom	3,158,985,830t	3,223,424,752tu	397		3	750	1853
425	Banco di Sardegna, Sassari	Italy	3,152,522,121s	2,788,169,388	433	+ 8	68	2,031	1955
426	Banca d'America e d'Italia, Milan	Italy	3,152,331,267t	3,279,843,832t	393		97	2,853	1918
427	Saudi American Bank, Riyadh	Saudi Arabia	3,151,716,955	2,217,556,282	503	+ 76	17	1,300	1980
428	Equibank, Pittsburgh	United States	3,150,079,000	2,914,820,000	421		89	2,110	1871
429	Yamanashi Chuo Bank, Ltd., Kofu (e)	Japan	3,149,154,424	3,317,814,962	390		64	2,002	1877
430	Banco Borges & Irmao, Oporto	Portugal	3,144,412,440	2,855,160,456	429		101	4,369	1884
431	Hua Nan Commercial Bank, Ltd., Taipei	Taiwan	3,142,195,684	3,047,542,400	410v		85	4,642	1919
432	Krung Thai Bank Ltd., Bangkok	Thailand	3,123,374,205	2,435,997,240	472	+ 40	192	8,924	1966
433	United Commercial Bank, Calcutta	India	3,105,384,600	2,666,791,087	44C	+ 16	149	28,000	1943
434	American National Bank & Trust Co., Chicago	United States	3,103,321,000	2,776,747,000	435	+ 1	3	1,836	1928
435	Musashino Bank, Ltd., Omiya (e)	Japan	3,088,646,214	3,172,864,834	402		67	2,099	1952
436	Banco Totta & Acores, Lisbon	Portugal	3,085,179,101u	3,225,448,096u	396		122	4,774	1970
437	Fidelity Union Bank, Newark, N.J.	United States	3,076,182,640	1,391,005,332	668	+231	101	2,173	1875
438	Israel Discount Bank of New York	United States	3,069,755,000t	2,367,071,889t	479	+ 41	2	683	1922
439	Credito Commerciale, Milan	Italy	3,064,743,516t	2,952,244,718t	419		81	2,074	1907
440	Credit Industriel d'Alsace et de Lorraine, Strasbourg	France	3,051,775,220u	3,037,774,985u	411		18	3,191	1919
441	European American Banking Corp., New York(z)	United States	3,047,165,000	3,744,723,000	344		2	N.A.	1950
442	Chukyo Sogo Bank, Ltd., Nagoya (e)	Japan	3,025,621,244	2,998,670,382	...		81	2,229	1933
443	First National Bank, Baltimore	United States	3,017,923,000	2,666,143,000	450	+ 7	143	2,830	1865
444	First National Bank & Trust Co., Oklahoma City	United States	3,014,205,191	2,739,008,184	439		2	905	1889
445	Banque de Paris et des Pays-Bas Belgique, Brussels(q)	Belgium	3,005,023,170	3,175,546,397	401		61	1,063	1872
446	Taisei Sogo Bank, Ltd., Maebashi (e)	Japan	2,990,943,370	3,119,100,570	...		75	2,282	1942
447	Chiba Sogo Bank, Ltd. (e)	Japan	2,978,095,026	3,113,731,674	...		73	2,020	1943
448	Bank of the Southwest NA, Houston	United States	2,962,137,000	2,478,709,000	469	+ 21	0	923	1907
449	State Bank of New South Wales, Sydney (f)	Australia	2,954,408,858	2,752,653,401	437		246	4,845	1933
450	Shawmut Bank of Boston NA	United States	2,930,775,000	2,663,810,000	451	+ 1	173	2,000	1836
451	Dai-San Sogo Bank, Ltd., Matsuzaka (e)	Japan	2,909,625,114	2,958,988,734	...		78	2,075	1912
452	Banque Regionale d'Escompte et de Depots, Vincennes	France	2,895,326,000	3,046,422,378	410		171	2,970	1919
453	Banca S. Paolo-Brescia, Brescia	Italy	2,894,105,062u	2,643,721,083u	454	+ 1	76	1,467	1888
454	Syndicate Bank, Manipal	India	2,880,182,875	3,064,500,000	409		1,225	28,385	1925
455	Bank of Hawaii, Honolulu	United States	2,865,731,000	2,628,479,000	456	+ 1	69	2,756	1897
456	International Commercial Bank of China, Taipei	Taiwan	2,837,800,323u	2,335,427,766	487	+ 31	27	1,775	1904
457	Banco de la Provincia de Buenos Aires	Argentina	2,837,225,812	4,172,100,000s	313		330	15,621	1822
458	Citibank (South Dakota) NA, Sioux Falls	United States	2,834,504,000	2,456,760,000	470	+ 12	1	782	1981
459	Yamagata Bank, Ltd. (e)	Japan	2,827,871,384	3,007,295,892	414		76	1,807	1881
460	Banque Nationale de Paris Plc, London	United Kingdom	2,827,750,870t	2,680,520,404t	445		3	465	1867
461	Michinoku Bank, Ltd., Hirosaki (e)	Japan	2,808,833,354	3,010,103,278	413		85	2,267	1921
462	DG Bank International, Luxembourg	Luxembourg	2,794,107,675t	2,950,388,388t	420		1	51	1978
463	Bank Leumi Trust Co., New York	United States	2,789,589,594t	2,338,169,233t	486	+ 23	26	1,279	1968
464	First National Bank, Louisville, Ky.	United States	2,780,982,669	2,616,679,000	457		46	2,632	1863
465	Ulster Bank Ltd., Belfast	United Kingdom	2,780,484,490st	2,807,386,428st	432		156	3,440	1836
466	United Bank, Ltd., Karachi	Pakistan	2,779,546,076u	2,856,223,151u	428		1,715	18,704	1959
467	Trust Company Bank, Atlanta	United States	2,777,700,000	2,089,019,000	526	+ 59	42	2,143	1891
468	Ehime Sogo Bank, Ltd., Matsuyama (e)	Japan	2,769,153,112	2,907,459,378	...		75	1,691	1943
469	American Fletcher Nat'l Bank & Trust Co., Indianapolis	United States	2,751,490,000	2,687,933,000	443		62	2,073	1839
470	First & Merchants National Bank, Richmond	United States	2,747,385,000	2,513,471,000	466		114	3,389	1865
471	Miyazaki Bank, Ltd. (e)	Japan	2,733,485,186	2,865,583,710	426		87	1,783	1932
472	National Bank of Pakistan, Karachi	Pakistan	2,728,401,200	2,858,168,787	427		1,375	21,720	1949
473	Banco Popular de Puerto Rico, San Juan	United States	2,720,616,503	2,680,939,632	444		119	3,478	1893
474	Deutsche Bank Berlin	Germany	2,694,824,344t	2,774,093,185t	436		77	1,430	1949
475	Indian Overseas Bank, Madras	India	2,693,755,548	2,406,377,940	476r	+ 1	936	22,032	1937
476	Moscow Narodny Bank Ltd., London	United Kingdom	2,668,476,790	3,013,868,000	412		2	233	1919
477	Banco Economico, Salvador	Brazil	2,662,453,393s	1,708,789,382	593	+116	379	N.A.	1834
478	Thai Farmers Bank, Bangkok	Thailand	2,639,561,183	2,501,838,750	467		244	7,985	1945
479	Bank of British Columbia, Vancouver	Canada	2,630,355,674	2,383,021,968	477		56	1,700	1968
480	Banco Mercantil y Agricola, Caracas (c)	Venezuela	2,622,428,316	2,599,257,661	459		81	3,371	1925
481	First National State Bank, Newark, N.J.	United States	2,614,674,000	2,170,777,000	517	+ 36	31	1,656	1812
482	Central Bank of the South, Birmingham, Ala.	United States	2,597,345,362	2,216,552,953	504	+ 22	76	1,843	1892
483	Banque de Paris et des Pays-Bas (Suisse), Geneva(q)	Switzerland	2,596,831,328u	2,251,904,852	498	+ 15	5	765	1872
484	Chiba Kogyo Bank, Ltd. (e)	Japan	2,592,302,282	2,666,822,706	448		57	1,828	1952
485	Citibank (New York) NA, Buffalo	United States	2,591,314,000	2,104,540,000	522	+ 37	37	4,935	1972
486	Osterreichische Volksbanken, Vienna	Austria	2,585,458,031s	2,376,388,021s	478		8	472	1922
487	Banco do Nordeste do Brasil, Fortaleza	Brazil	2,574,960,102	2,342,136,465	485		147	5,926	1954
488	Bank of Saga, Ltd. (e)	Japan	2,567,440,361	2,748,719,880	438		84	1,854	1955
489	European Asian Bank, Hamburg	Germany	2,566,716,320	2,346,724,600	484		12	1,277	1972
490	Hypobank International, Luxembourg	Luxembourg	2,548,833,891t	2,808,900,328t	431		0	54	1972
491	Indiana National Bank, Indianapolis	United States	2,534,833,000	2,436,088,000	471		56	2,053	1834
492	Banco de Venezuela, Caracas	Venezuela	2,533,083,228u	2,662,165,266u	452		123	5,005	1890
493	British Bank of the Middle East, Hong Kong	Hong Kong	2,531,763,640t	2,348,738,180t	483		N.A.	N.A.	1889
494	Trade Development Bank, Geneva	Switzerland	2,527,857,462	2,514,284,911	465		4	776	1960
495	Banco Union, Madrid	Spain	2,519,163,811tu	2,205,445,462u	506	+ 11	119	1,525	1963
496	Atlantic National Bank of Florida, Jacksonville	United States	2,515,900,000	2,306,187,000	495		98	2,863	1903
497	Bank of the Ryukyus, Ltd., Naha (e)	Japan	2,489,947,282	2,676,433,374	447		58	1,794	1948
498	Banco Union, Caracas	Venezuela	2,478,368,808u	2,530,728,936	463		129	5,658	N.A.
499	American Bank & Trust Co., Reading, Pa.	United States	2,463,578,000	2,047,181,000	532	+ 33	83	1,879	N.A.
500	Lloyds Bank California, Los Angeles	United States	2,463,072,000t	2,644,741,840t	453		101	3,251	1961

(a)—Consolidated assets, if available, are used for all banks owning over 50% of other banks. Assets exclude contra accounts and contingent liabilities and, for foreign banks, are converted at N.Y. cable rate prevailing on date of bank's figures. (b)—Or latest fiscal year-end. Unless otherwise noted after the name of the bank, all figures are for fiscal year after Sept. 30, 1982. (c)—Latest figures are for a different date than previous year. (d) —Or other date one year prior to latest figures unless otherwise noted after name of bank. (e)—Data as of Sept. 30, 1982. (f)—Data as of June 30, 1982. (g)—Latest data are prior to June 30, 1982. (h)—Owns large minority interests in important regional banks which, along with the parent are known as CIC Group. The CIC Group, Paris, is a bank holding company with assets of $25.5 billion as of 12/31/82. (i)—A dollar-denominated bank. (j)—Data reported by bank in U.S. dollars. (n)—N.Y. cable rate for same date as bank's figures. (p)—See currency table for the key to currency abbreviations. (q)—A subsidiary of Compagnie Financiere de Paris et des Pay-Bas, Paris, a financial holding company with assets of $50.6 billion at yearend 1982. (r)—Rank that bank would have had if data had been available. (R) —Revised. (s)—Consolidated assets, including banks more than 50% owned. (t)—Figures are included in the consolidated figures of parent bank. For that reason, assets of these banks are not included in total assets of the 500 largest. (u)—Owns over 50% of other banks, but consolidated figures are not available. (v)—Based on revised figures. Rank the bank would have had if revised figures had been used. (y)—Licensed as an agency in New York, with U.S. activities confined to those that promote foreign trade or are incidental to foreign business. (z)—Incorporated as an investment company under New York State Banking Law and exercises specialized banking functions. N.A.—Not available.

The Top Banking Organizations in the World

A Listing of All Bank Holding Companies, Commercial Banks and Savings Banks with Assets of $25 Billion or More on 12/31/82 (a)

(In millions of dollars)

Rank	Name of Organization	Country	Total Assets 12/31/82	Total Assets 12/31/81	Rank 12/31/81	Gain in Rank	Name of Lead Bank	Lead Bank's Rank Among Commercial Banks Deposit Rank	Lead Bank's Rank Among Commercial Banks Only Asset Rank
1	Citicorp, New York	United States	$120,680	$112,700	2	+ 1	Citibank NA, New York	8	3
2	BankAmerica Corp., San Francisco	United States	115,241	115,592	1		Bank of America NT&SA, San Francisco	1	1
3	Banque Nationale de Paris	France	107,949	107,848	3		.....	2	2
4	Credit Agricole Mutuel, Paris	France(u)	96,719	98,815	4		.....	6	4
5	Barclays Bank Plc, London	United Kingdom	95,064	93,409	6	+ 1	.....	4	5
6	Credit Lyonnais, Paris	France	94,979	94,700	5		.....	3	6
7	National Westminster Bank Plc., London	United Kingdom	87,724	82,970	10	+ 3	.....	5	7
8	Dai-Ichi Kango Bank Ltd., Tokyo	Japan(e,u)	87,193	85,578	8		.....	11	8
9	Societe Generale, Paris	France	84,186	88,085	7		.....	9	9
10	Fuji Bank, Ltd., Tokyo	Japan(e)	84,002	76,717	13	+ 3	.....	12	10
11	Deutsche Bank, Frankfurt	Germany	81,851	85,034	9		.....	7	11
12	Mitsubishi Bank, Ltd., Tokyo	Japan(e)	81,048	76,066	14	+ 2	.....	15	12
13	Sumitomo Bank, Ltd., Osaka	Japan(e)	80,932	79,367	11		.....	13	13
14	Midland Bank, Plc, London	United Kingdom	77,279	78,584	12		.....	10	14
15	Chase Manhattan Corp., New York	United States	77,050	73,285	15		Chase Manhattan Bank NA, New York	17	15
16	Sanwa Bank, Ltd., Osaka	Japan(e)	75,009	67,356	16		.....	16	16
17	Royal Bank of Canada, Montreal	Canada	69,313	66,205	17		.....	14	17
18	Bank of Tokyo, Ltd	Japan(e)	64,845	56,221	25	+ 7	.....	24	18
19	Manufacturers Hanover Corp., New York	United States	60,114	56,229	24	+ 5	Manufacturers Hanover Trust Co., New York	31	27
20	Industrial Bank of Japan, Ltd., Tokyo	Japan(e,u)	60,051	58,118	20		.....	20	19
21	Banco do Brasil, Brasilia	Brazil	59,110	65,703	18		.....	65	20
22	Barclays Bank International, Ltd., London	United Kingdom(t)	58,193	57,045	23	+ 1	.....	23	21
23	Mitsui Bank, Ltd., Tokyo	Japan(e)	57,508	54,121	27	+ 4	.....	27	22
24	Hong Kong & Shanghai Banking Corp	Hong Kong	56,897	52,347	31	+ 7	.....	21	23
25	Norinchukin Bank, Tokyo	Japan(e)	56,673	57,319	22		.....	26	24
26	Dresdner Bank, Frankfurt	Germany	56,542	58,472	19		.....	18	25
27	Lloyds Bank Plc, London	United Kingdom	55,476	52,998	28	+ 1	.....	22	26
28	Westdeutsche Landesbank Girozentrale, Dusseldorf	Germany	54,738	55,274	26		.....	19	28
29	J.P. Morgan & Co., Inc., New York	United States	54,699	50,443	33	+ 4	Morgan Guaranty Trust Co., New York	40	30
30	Tokai Bank, Ltd., Nagoya	Japan(e)	54,186	52,535	29		.....	29	29
31	Canadian Imperial Bank of Commerce, Toronto	Canada	53,392	50,209	34	+ 3	.....	25	31
32	Union Bank of Switzerland, Zurich	Switzerland(u)	52,964	52,469	30		.....	28	32
33	Campagnie Financiere de Paris et des Pays-Bas	France	50,644	50,634	32		Banque Paribas, Paris	101	87
34	Swiss Bank Corp., Basle	Switzerland(u)	48,214	49,008	36	+ 2	.....	32	33
35	Bank of Montreal	Canada	48,101	47,821	37	+ 2	.....	30	34
36	Long Term Credit Bank of Japan, Ltd., Tokyo	Japan(e,u)	47,370	46,283	38	+ 2	.....	34	35
37	Algemene Bank Nederland, Amsterdam	Netherlands	47,243	49,941	35		.....	35	36
38	Banca Nazionale del Lavoro, Rome	Italy	46,994	44,082	44	+ 6	.....	36	37
39	Chemical New York Corp	United States	45,529	42,494	46	+ 7	Chemical Bank, New York	53	41
40	Mitsubishi Trust & Banking Corp., Tokyo	Japan(e,u)	45,420	41,404	48	+ 8	.....	38	38
41	Taiyo Kobe Bank, Ltd	Japan(e,u)	44,807	44,587	41		.....	43	39
42	Commerzbank, Duesseldorf	Germany	44,648	45,178	39		.....	33	40
43	Bayerische Vereinsbank, Munich	Germany	43,548	43,837	45	+ 2	.....	37	42
44	Amsterdam-Rotterdam Bank	Netherlands	42,404	44,500	43		.....	39	43
45	Continental Illinois Corp, Chicago	United States	42,209	44,502	42		Continental Illinois National B&T Co., Chicago	54	47
46	Rabobank Nederland, Utrecht	Netherlands	41,992	44,980	40		.....	47	44
47	Bank of Nova Scotia, Toronto	Canada	41,896	41,710	47		.....	41	45
48	Sumitomo Trust & Banking Co., Ltd., Osaka	Japan(e,u)	41,365	36,872	55	+ 7	.....	42	46
49	Mitsui Trust & Banking Co., Ltd., Tokyo	Japan(e,u)	40,451	36,471	56	+ 7	.....	46	48
50	Banca Commerciale Italiana, Milan	Italy	39,722	38,988	52	+ 2	.....	45	49
51	First Interstate Bancorp., Los Angeles	United States	39,330	35,738	57	+ 6	First Interstate Bank of California, Los Angeles	97	92
52	Standard Chartered Bank Plc, London	United Kingdom	39,134	37,979	53	+ 1	.....	48	50
53	Bayerische Landesbank Girozentrale, Munich	Germany	38,976	39,966	50		.....	44	51
54	Daiwa Bank, Ltd., Osaka	Japan(e,u)	38,251	36,957	54		.....	49	52
55	Bayerische Hypotheken-und Wechsel-Bank, Munich	Germany	37,996	39,785	51		.....	83	53
56	Bankers Trust New York Corp	United States	37,975	32,662	60	+ 4	Bankers Trust New York Co.	60	54
57	Credit Suisse, Zurich	Switzerland(u)	36,602	41,185	49		.....	50	55
58	Security Pacific Corp., Los Angeles	United States	34,793	31,033	62	+ 4	Security Pacific National Bank, Los Angeles	58	60
59	Toronto Dominion Bank	Canada	34,756	32,960	59		.....	51	56
60	Banco Espanol de Credito, Madrid	Spain	34,707	34,745	58		.....	92	57
61	First Chicago Corp	United States	34,410	32,347	61		First National Bank, Chicago	55	58
62	Casa di Risparmio delle Provincie Lombarde, Milan	Italy	32,423	25,865	75	+13	.....	62k	59k
63	International Westminster Bank Plc, London	United Kingdom(t)	31,676	26,669	74	+11	.....	52	59
64	Instituto Bancario San Paolo di Torino, Turin	Italy	30,781	29,083	66	+ 2	.....	61	61
65	Yasuda Trust & Banking Co., Ltd., Tokyo	Japan(e,u)	29,824	27,897	72	+ 7	.....	57	62
66	Nippon Credit Bank, Ltd., Tokyo	Japan(e,u)	29,217	28,746	68	+ 2	.....	62	63
67	Societe Generale de Banque, Brussels	Belgium	28,851	29,449	65		.....	56	64
68	Compaignie Financiere de Suez, Paris	France(h,p)	28,762	57,651	21		Banque Indosuez, Paris	79	71
69	Deutsche Genossenschaftsbank, Frankfurt	Germany	28,749	28,764	67		.....	91	65
70	Credito Italiano, Milan	Italy	28,397	29,870	64		.....	59	66
71	Monte dei Paschi di Siena	Italy	28,370	28,130	69		.....	64	67
72	Kyowa Bank, Ltd., Tokyo	Japan(e,u)	28,357	30,361	63		.....	66	68
73	American Express Co., New York	United States	28,311	25,103	77	+ 4	Amer. Express Int'l Bkg Cp., New York (y)	190	193
74	Wespac Banking Corp., Sydney	Australia	27,688	19,739	..		.....	76	69
75	Banco di Roma, Rome	Italy	27,509	27,984	70		.....	67	70
76	Banque Indosuez, Paris	France	26,604	24,683	..		.....	79	71
77	Bank Melli Iran, Tehran	Iran	26,467	20,701	..		.....	77	72
78	Shoko Chukin Bank, Tokyo	Japan(e)	26,347	27,953	71		.....	63	73
79	Saitama Bank, Ltd., Urawa	Japan(e)	25,804	24,715	..		.....	72	74
80	CIC Group, Paris	France	25,517	27,400	73		Credit Industrial et Commercial, Paris(j)	144	138

(a)—Assets exclude contra accounts and contingent liabilites. Foreign banks' assets are converted into dollars at New York cable rate prevailing on Dec. 31, 1982. Unless otherwise noted after name of country, data are for fiscal year ending after Sept. 30, 1982 and are consolidated to include banks more than 50% owned. (e)—Data are for Sept. 30, 1982. (h)—In 1981, Compagnie Financiere de Suez was the holding company for both Banque Indosuez (100%) and Credit Industriel et Commercial Group (70%). However, in 1982, its holdings in the CIC Group fell to approximately 35%, and the assets of CIC Group are no longer consolidated. (j) —Owns large minority interests in important regional banks which, along with the parent, are known as the CIC Group. (k)—The largest savings bank in the world both in assets and deposits. Ranks shown are the ranks the bank would have had if the bank had been included in the listing of the largest commercial banks in the world. (p)—Provisional assets available only. (t)—Figures are included in consolidated figures of parent bank. (u)—Figures are not consolidated to include banks more than 50% owned. (y)—Licensed as an agency.

Foreign Banking Activities of the Top 100 U.S. Banking Companies

The Proportion of Total Assets in Foreign Offices

Based on Dec. 31, 1982 Assets (in thousands of dollars)

Companies Listed Alphabetically

Name of Company, City, State	Total Assets	Total Assets in Fgn. Offices	Ratio of Fgn: Total	Total No. of Off.(a) U.S. + Fgn.	Total No. of Fgn. Offices(b)	Edge Bank Offices	Asset Rank 12/31/82
Allied Bancshares Inc., Houston	$6,010,632	$ 0	0	47	0	0	47
AmSouth Bancorp., Birmingham, Ala	3,255,458	277,000	8.5	24	0	2	96
AmeriTrust Corp., Cleveland	5,753,475	0	0	126	1	0	52
American Security Corp., Wash., D.C	3,406,894	1,030,000	30.2	40	2	1	90
BanCal Tri-State Corp., San Francisco	3,839,364	1,078,000	28.1	54	10	2	81
BancOhio Corp., Columbus	5,822,355	1,136,916	19.5	273	1	0	50
Banc One Corp., Columbus, Ohio	5,028,928	0	0	206	0	0	62
BankAmerica Corp., San Francisco (m)	122,220,800	44,816,000	38.3	1,562	244	14	2
Bank of Boston Corp. (c)	18,267,397	7,982,000	45.6	264	107	7	18
Bank of New England Corp., Boston	5,065,355	941,000	18.6	36	3	1	60
Bank of New York Co., Inc	12,723,562	3,480,000	27.4	189	3	1	24
Bank of Virginia Co., Richmond	3,353,246	632,000	18.8	134	7	0	92
Bankers Trust New York Corp	40,427,059	21,149,000	52.3	97	54	4	9
Barnett Banks of Florida Inc., Jacksonville	6,932,141	0	0	201	0	0	37
BayBanks Inc., Boston	3,709,662	0	0	208	0	0	84
CBT Corp., Hartford, Conn	5,069,859	814,834	16.1	155	3	1	59
Centerre Bancorp., St. Louis, Mo	5,122,499	225,000	4.4	68	2	0	58
Chase Manhattan Corp., New York	80,862,903	41,387,000	51.2	641	160	6	3
Chemical New York Corp	48,274,842	18,662,000	38.7	438	94	5	6
Citicorp, New York (d)	129,997,000	73,316,000	60.4	1,903	941	13	1
Citizens & Southern Ga. Corp., Atlanta	6,004,578	0	0	200	6	3	48
Comerica Inc., Detroit	7,378,332	885,000	12.0	32	5	3	33
Commerce Bancshares Inc., Kansas City, Mo	3,342,976	0	0	86	1	0	93
Continental Illinois Corp., Chicago (e)	42,899,424	13,292,000	31.0	99	41	11	7
CoreStates Fin'l Corp., Philadelphia	6,301,254	1,182,254	18.8	180	15	2	44
Crocker National Corp., San Francisco (f)	24,938,759	7,234,000	29.0	393	15	2	12
Dominion Bankshares Corp., Roanoke, Va	3,224,685	0	0	157	0	0	98
Equimark Corp., Pittsburgh (g)	3,215,007	190,800	5.9	90	1	0	99
European-American Bancorp, New York	8,324,538	2,476,581	29.8	110	8	3	30
Fidelcor Inc., Philadelphia	4,119,516	1,523,000	37.0	74	2	1	75
Fidelity Union Bancorp., Newark, NJ	3,408,752	101,800	3.0	116	1	0	89
First Atlanta Corp., Ga	4,480,046	1,049,000	23.4	237	2	0	72
First Bank Systems Inc., Minneapolis	16,899,365	2,639,000	15.6	184	4	2	22
First Chicago Corp	35,876,372	14,573,000	40.6	76	53	7	11
First City Bancorp. of Texas Inc., Houston	16,567,101	2,048,000	12.4	73	5	1	23
First Interst. Bancorp, Los Angeles	40,884,296	8,124,000	19.9	1,009	33	5	8
First Maryland Bancorp., Baltimore	3,447,013	0	0	158	2	2	88
First National State Bancp., Newark, NJ	4,867,790	159,000	3.3	171	3	0	64
First of Amer. Bank Cp., Kalamazoo, Mich	3,820,043	164,100	4.3	212	1	0	82
First Oklahoma Bancorp., Inc., Oklahoma City	3,326,345	0	0	15	1	0	94
First Pennsylvania Corp., Philadelphia	5,432,841	914,000	16.8	87	6	0	54
First Security Corp., Salt Lake City, Utah	4,608,987	0	0	192	0	0	69
First Tennessee National Corp., Memphis	3,392,116	0	0	123	0	0	91
First Union Corp., Charlotte, NC	6,167,985	759,000	12.3	312	4	2	46
First Wisconsin Corp., Milwaukee	4,836,179	0	0	73	7	2	65
Fleet Fin'l Group, Inc., Providence, R.I	4,535,572	440,000	9.7	208	6	1	70
Florida National Banks of Florida, Jacksonville	3,498,496	0	0	107	0	0	87
Girard Co., Philadelphia (h)	4,812,064	637,735	13.3	192	8	2	67
Harris Bankcorp. Inc., Chicago	7,136,793	1,299,000	17.2	20	6	1	36
Hartford National Corp., Conn	4,127,897	0	0	120	0	0	74
Huntington Bcsh. Inc., Columbus, Ohio	5,244,858	1,084,000	20.7	193	3	0	57
InterFirst Corp., Dallas	21,030,401	2,903,000	13.8	65	8	1	14
IntraWest Financial Corp., Denver	3,314,069	0	0	19	1	0	95
Irving Bank Corp., New York	19,514,285	7,745,000	39.7	174	21	6	17
Lincoln First Banks Inc., Rochester, N.Y	3,891,904	21,000	0.5	154	1	0	79
Manufacturers Hanover Corp., N.Y	64,040,552	30,321,000	47.3	822	100	6	4
Manufacturers National Corp., Detroit	5,284,228	1,045,000	19.8	155	5	0	56
Marine Midland Banks Inc., Buffalo, N.Y	20,238,764	8,436,000	41.7	338	25	4	16
Maryland National Corp., Baltimore	5,055,299	982,000	19.4	230	6	0	61
Mellon National Corp., Pittsburgh	20,294,405	7,817,000	38.5	279	15	1	15
Mercantile Bancorp. Inc. St. Louis, Mo	5,691,332	805,000	14.1	70	2	2	53
Mercantile Texas Corp., Dallas (i)	10,190,043	723,658	7.1	28	1	0	27
Michigan National Corp., Bloomfield Hills	6,504,137	53,000	0.8	395	3	0	43
Midlantic Banks Inc., Edison, NJ	4,338,734	422,000	9.7	153	4	0	73
J.P. Morgan & Co. Inc., New York	58,597,000	32,927,000	56.2	74	44	5	5
National City Corp., Cleveland	6,823,425	1,095,000	16.0	161	1	0	40
Natwest Holdings Inc., New York (j)	6,807,340	1,547,000	22.7	167	5	1	41
NBD Bancorp. Inc., Detroit	12,406,937	3,194,000	25.7	235	7	0	25
NCNB Corp., Charlotte, N.C	11,559,531	1,575,000	13.6	504	14	1	26
Norstar Bancorp. Inc., Albany, N.Y	3,652,951	0	0	191	0	0	85
Northern Trust Corp., Chicago	6,252,733	920,000	14.7	18	3	2	45
Norwest Corp., Minneapolis	17,584,679	765,000	4.4	311	6	2	20
Pittsburgh National Corp. (k)	7,622,017	.....	.....	...	...	...	32
PNC Financial Corp., Pittsburgh (k)	11,611,200	2,684,400	23.1	252	6	3	...
Provident National Corp., Philadelphia (k)	4,002,452	.....	.....	...	...	...	76
Rainier Bancorp., Seattle	5,864,656	692,000	11.8	209	6	10	49
Republic New York Corp	9,280,172	3,486,100	37.6	55	16	2	29
RepublicBank Corp., Dallas (j)	11,554,500	2,718,700	23.5	25	12	1	20
Riggs National Corp., Washington, D.C	3,718,248	1,454,000	39.1	33	2	1	83
Seafirst Corp., Seattle, Wash. (l)	10,028,452	1,323,000	13.2	180	9	2	28
Security Pacific Corp., Los Angeles	36,991,034	9,184,000	24.8	680	29	8	10
Shawmut Corp., Boston	5,375,529	427,000	7.9	176	1	1	55
Society Corp., Cleveland	3,910,973	551,000	14.1	157	1	0	78
Southeast Banking Corp., Miami, Fla	7,274,000	0	0	8	2	0	34
Southwest Bancshares Inc., Houston	6,926,581	582,000	8.4	45	3	0	38
State Street Boston Corp	3,914,980	698,000	17.8	56	5	1	77
Sun Banks Inc., Orlando, Fla	5,004,141	34,000	0.7	167	2	0	63
Texas American Bankshares Inc., Ft. Worth	4,717,155	0	0	27	1	0	68
Texas Commerce Bancshares Inc., Houston	18,217,000	2,379,000	13.1	80	10	0	19
Third National Corp., Nashville, Tenn	3,134,560	35,219	1.1	99	1	0	100
Trust Company of Georgia, Atlanta	4,510,559	11,000	0.2	145	1	0	71
Union Bancorp., Los Angeles (j)	7,545,000	1,519,000	20.1	74	10	0	27
United Banks of Colorado Inc., Denver	3,522,248	2,000	0.1	32	1	0	86
United Jersey Banks, Princeton, N.J	3,232,127	2,000	0.1	124	1	0	97
United Virginia Bankshares Inc., Richmond	4,847,711	25,700	0.5	222	1	0	65
U.S. Bancorp., Portland, Ore	5,756,309	23,500	0.4	246	1	0	51
Valley National Corp., Phoenix, Ariz	7,183,032	20,000	0.3	231	1	0	35
Virginia National Bankshares Inc., Norfolk	3,874,158	10,000	0.3	253	1	0	80
Wachovia Corp., Winston-Salem, N.C (g)	6,916,367	0	0	203	2	2	39
Walter E. Heller Int'l Corp., Chicago	6,647,218	1,574,600	23.7	112	41	0	42
Wells Fargo & Co., San Francisco	24,814,047	5,880,000	23.7	483	29	4	13

(a)—For the purposes of this listing, "foreign offices" include all offices—except Edge banking offices—outside the U.S., Puerto Rico, the Virgin Islands, Guam, and all other U.S. territories and possessions. (Edge offices, both domestic and foreign, are shown separately.) In addition, different office types are counted separately, even if they are located in the same office building. (b)—A breakdown of offices by country and office type, begins on page 53. (c)—Average assets used to calculate percentage. (d)—Total assets are for 12/31/82. Assets in foreign offices are average assets for 1982. The ratio was calculated by using average total assets for 1982. (e)—Earning assets used to calculate percentage (f)—Did not provide a breakdown of foreign offices by country. (g)—Includes only the U.S. offices of lead bank in the total number of offices column. (h)—Acquired by Mellon National Corp., Pittsburgh, in April, 1983. (i)—Unable to obtain a total assets in foreign offices figure from the company. Therefore, the total deposits in foreign offices figure was used. (j)—All data are for lead bank only. (k)—In Jan. 1983 Pittsburgh National Corp. and Provident National Corp. merged to form a new company, PNC Financial Corp. Data shown for PNC Financial are on a pro forma basis for 12/31/82. (l)—Acquired by BankAmerica Corp., San Francisco in July, 1983. (m)—The total number of foreign offices for BankAmerica are understated. See the story beginning on page 1, for details.

United States Banking Activities Abroad

Location of the Foreign Offices of the Top 100 U. S. Banking Firms (a)

Offices Indentified by Type and Banks Listed Alphabetically within Country

Country / Name of Banking Company	Breakdown of Offices by Type								
	BANK BRANCH	COMMERCIAL BANK SUBSIDIARY	MERCHANT BANK SUBSIDIARY	FINANCE CO. OR LEASING CO.	INVESTMENT CO.	EDGE ACT BANK SUB	REPRESENTATIVE OFFICE	OTHER OFFICES	TOTAL NUMBER OF OFFICES
NORTH AMERICA									
Canada									
BankAmerica Corp.	4	1	0	0	0	0	1	1	7
Bankers Trust New York Corp.	0	1	0	0	0	0	0	0	1
Bank of Boston Corp.	0	1	0	0	0	0	1	0	2
Bank of Virginia Co.	0	0	0	2	0	0	0	0	2
CBT Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	0	1	0	1	0	0	0	0	2
Chemical New York Corp.	4	1	0	1	0	0	0	0	6
Citicorp.	5	1	0	0	0	0	0	17	23
Comerica, Inc.	0	1	0	1	0	0	0	1	3
Continental Illinois Corp.	1	1	0	0	0	0	0	0	2
First Chicago Corp.	1	1	0	1	0	0	0	0	3
First Interstate Bancorp.	1	1	0	0	0	0	0	0	2
Irving Bank Corp.	0	1	0	0	0	0	0	0	1
Manufacturers Hanover Corp.	0	1	0	4	0	0	0	0	5
Manufacturers National Corp.	0	0	0	0	2	0	0	0	2
Mellon National Corp.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	0	1	0	0	0	0	0	0	1
NBD Bancorp.	0	1	0	0	0	0	0	0	1
Seafirst Corp.	0	1	0	0	0	0	0	0	1
Security Pacific Corp.	0	1	0	0	0	0	0	0	1
Wells Fargo & Co.	0	1	0	0	0	0	0	0	1
Canada Totals (21 Banks):	**17**	**17**	**0**	**10**	**2**	**0**	**3**	**20**	**69**
Mexico									
BankAmerica Corp.	0	0	0	1	0	0	2	0	3
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Bank of Boston Corp.	0	0	0	0	0	0	0	1	1
Bank of Virginia Co.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Chemical New York Corp.	0	0	0	1	0	0	1	0	2
Citicorp.	5	0	0	0	0	0	0	2	7
Comerica, Inc.	0	0	0	1	0	0	0	0	1
Continental Illinois Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	0	0	0	1	0	0	1	0	2
First Interstate Bancorp.	0	0	0	1	0	0	1	0	2
First National State Bancorp.	0	0	0	0	0	0	1	0	1
First Pennsylvania Corp.	0	0	0	0	0	0	1	0	1
Fleet Financial Group, Inc.	0	0	0	0	0	0	1	0	1
Girard Co.	0	0	0	0	0	0	1	0	1
Harris Bankcorp., Inc.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	5	6
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Maryland National Corp.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	0	0	0	0	0	0	1	0	1
Norwest Corp.	0	0	0	0	0	0	1	0	1
PNC Financial Corp.	0	0	0	0	0	0	1	0	1
RepublicBank Corp.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	0	0	0	0	0	0	1	0	1
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	1	0	1
Union Bancorp.	0	0	0	0	0	0	1	0	1
Walter E. Heller International Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Mexico Totals (30 Banks):	**5**	**0**	**0**	**5**	**0**	**0**	**28**	**8**	**46**
United States									
American Security Corp.	0	0	0	0	0	1	0	0	1
AmSouth Bancorp.	0	0	0	0	0	2	0	0	2
Bancal Tri-State Corp.	0	0	0	0	0	2	0	0	2
BankAmerica Corp.	0	0	0	0	0	13	0	0	13
Bankers Trust New York Corp.	0	0	0	0	0	4	0	0	4
Bank of Boston Corp.	0	0	0	0	0	6	0	0	6
Bank of New England Corp.	0	0	0	0	0	1	0	0	1
Bank of New York Co., Inc.	0	0	0	0	0	1	0	0	1
CBT Corp.	0	0	0	0	0	1	0	0	1
Chase Manhattan Corp.	0	0	0	0	0	6	0	0	6
Chemical New York Corp.	0	0	0	0	0	5	0	0	5
Citicorp.	0	0	0	0	0	13	0	0	13
Citizens & Southern Georgia Corp.	0	0	0	0	0	3	0	0	3
Comerica Inc.	0	0	0	0	0	2	0	0	2
Continental Illinois Corp.	0	0	0	0	0	11	0	0	11
CoreStates Financial Corp.	0	0	0	0	0	2	0	0	2
Crocker National Corp.	0	0	0	0	0	2	0	0	2
European-American Bancorp.	0	0	0	0	0	3	0	0	3
Fidelcor, Inc.	0	0	0	0	0	1	0	0	1
First Bank System, Inc.	0	0	0	0	0	2	0	0	2
First Chicago Corp.	0	0	0	0	0	7	0	0	7
First Interstate Bancorp.	0	0	0	0	0	5	0	0	5
First Maryland Bancorp.	0	0	0	0	0	2	0	0	2
First Union Corp.	0	0	0	0	0	2	0	0	2
First Wisconsin Corp.	0	0	0	0	0	2	0	0	2
Fleet Financial Group, Inc.	0	0	0	0	0	1	0	0	1
Girard Co.	0	0	0	0	0	2	0	0	2
Harris Bankcorp., Inc.	0	0	0	0	0	1	0	0	1
InterFirst Corp.	0	0	0	0	0	1	0	0	1
Irving Bank Corp.	0	0	0	0	0	5	0	0	5
Manufacturers Hanover Corp.	0	0	0	0	0	6	0	0	6
Marine Midland Banks, Inc.	0	0	0	0	0	3	0	0	3
Mellon National Corp.	0	0	0	0	0	1	0	0	1
Mercantile Bancorp., Inc.	0	0	0	0	0	2	0	0	2
J.P. Morgan & Co., Inc.	0	0	0	0	0	4	0	0	4
Natwest Holdings, Inc.	0	0	0	0	0	1	0	0	1

For definitions of offices included in the survey, see the story beginning on page 1.

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: Bank Branch	Commercial Bank Subsidiary	Merchant Bank Subsidiary	Finance Co. or Leasing Co.	Investment Co.	Edge Act Bank Sub	Representative Office	Other Offices	Total Number of Offices
NCNB Corp.	0	0	0	0	0	1	0	0	1
Northern Trust Corp.	0	0	0	0	0	2	0	0	2
Norwest Corp.	0	0	0	0	0	2	0	0	2
PNC Financial Corp.	0	0	0	0	0	3	0	0	3
Rainier Bancorp.	0	0	0	0	0	2	0	0	2
RepublicBank Corp.	0	0	0	0	0	1	0	0	1
Republic New York Corp.	0	0	0	0	0	2	0	0	2
Riggs National Corp.	0	0	0	0	0	1	0	0	1
Seafirst Corp.	0	0	0	0	0	2	0	0	2
Security Pacific Corp.	0	0	0	0	0	8	0	0	8
Shawmut Corp.	0	0	0	0	0	1	0	0	1
State Street Boston Corp.	0	0	0	0	0	1	0	0	1
Texas Commerce Bancshares, Inc.	0	0	0	0	0	1	0	0	1
Wachovia Corp.	0	0	0	0	0	2	0	0	2
Wells Fargo & Co.	0	0	0	0	0	3	0	0	3
U.S. Totals (51 Banks):	**0**	**0**	**0**	**0**	**0**	**157**	**0**	**0**	**157**
CARIBBEAN									
Bahamas									
American Security Corp.	1	1	0	0	0	0	0	0	2
AmreriTrust Corp.	1	0	0	0	0	0	0	0	1
BanCal Tri-State Corp.	1	0	0	0	0	0	0	0	1
BankAmerica Corp.	1	0	0	0	0	1	0	1	3
Bankers Trust New York Corp.	1	0	0	0	0	0	0	0	1
Bank of Boston Corp.	1	0	0	0	0	0	0	1	2
Bank of New England Corp.	1	0	0	0	0	0	0	0	1
Bank of Virginia Co.	1	1	0	0	0	0	0	0	2
CBT Corp.	1	0	0	0	0	0	0	0	1
Centerre Bancorp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	4	1	0	0	0	0	0	0	5
Chemical New York Corp.	1	1	0	0	0	0	0	2	4
Citicorp	2	2	0	0	0	0	0	1	5
Citizens & Southern Ga. Corp.	1	0	0	0	0	0	0	0	1
Comerica, Inc.	0	0	0	0	0	1	0	0	1
Continental Illinois Corp.	1	0	0	0	0	0	0	0	1
CoreStates Financial Corp.	1	0	0	0	0	0	0	0	1
Equimark Corp.	1	0	0	0	0	0	0	0	1
European American Bancorp.	1	1	0	0	0	0	0	0	2
Fidelcor, Inc.	1	0	0	0	0	0	0	0	1
Fidelity Union Bancorp.	1	0	0	0	0	0	0	0	1
First Bank System, Inc.	1	0	0	0	0	0	0	0	1
First City Bancorp. of Texas, Inc.	1	0	0	0	0	0	0	0	1
First Interstate Bancorp.	2	0	0	0	0	0	0	0	2
First Pennsylvania Corp.	1	0	0	0	0	0	0	0	1
First Union Corp.	1	0	0	0	0	0	0	0	1
Harris Bankcorp, Inc.	1	0	0	0	0	0	0	0	1
Huntington Bancshares, Inc.	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc.	1	1	0	0	0	1	0	0	3
Manufacturers Hanover Corp.	1	0	0	0	0	0	0	0	1
Manufacturers National Corp.	1	0	0	0	0	0	0	0	1
Marine Midland Banks, Inc.	1	0	0	0	0	1	0	0	2
Maryland National Corp.	1	0	0	0	0	0	0	0	1
Michigan National Corp.	1	0	0	0	0	0	0	0	1
National City Corp.	1	0	0	0	0	0	0	0	1
Natwest Holdings Inc.	1	0	0	0	0	0	0	0	1
NBD Bancorp., Inc.	1	0	0	0	0	0	0	0	1
Norwest Corp.	1	0	0	0	0	0	0	0	1
PNC Financial Corp.	1	0	0	0	0	0	0	0	1
RepublicBank Corp.	1	0	0	0	0	0	0	0	1
Seafirst Corp.	1	0	0	0	0	0	0	0	1
Security Pacific Corp.	1	0	0	0	0	0	0	0	1
Shawmut Corp.	1	0	0	0	0	0	0	0	1
Society Corp.	1	0	0	0	0	0	0	0	1
Southwest Bancshares, Inc.	1	0	0	0	0	0	0	0	1
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	1	0	1
U.S. Bancorp.	1	0	0	0	0	0	0	0	1
Union Bancorp.	1	0	0	0	0	0	0	0	1
United Banks of Colorado, Inc.	1	0	0	0	0	0	0	0	1
Valley National Corp.	0	0	0	0	0	0	1	0	1
Virgina National Bancshares, Inc.	1	0	0	0	0	0	0	0	1
Wells Fargo & Co.	1	0	0	0	0	0	0	0	1
Bahamas Totals (52 Banks):	**54**	**8**	**0**	**0**	**0**	**4**	**2**	**5**	**73**
Barbados									
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Citicorp	2	0	0	0	0	0	0	0	2
Bermuda									
Chemical New York Corp.	0	0	0	1	0	0	0	0	1
Citicorp	0	0	0	0	0	0	0	1	1
European-American Bancorp.	0	1	0	0	0	0	0	1	2
J.P. Morgan & Co., Inc.	0	0	0	0	1	0	0	0	1
Bermuda Totals (4 Banks):	**0**	**1**	**0**	**1**	**1**	**0**	**0**	**2**	**5**
Cayman Islands									
BancOhio Corp.	1	0	0	0	0	0	0	0	1
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Bankers Trust New York Corp.	0	0	1	0	0	0	0	1	2
Bank of Boston Corp.	2	0	0	0	0	1	0	2	5
Bank of New York Co., Inc.	1	0	0	0	0	0	0	0	1
Bank of Virginia Co.	0	1	0	0	0	0	0	0	1
CBT Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	1	1	0	0	0	0	0	0	2
Chemical New York Corp.	0	0	0	1	0	0	0	0	1
Citicorp	1	1	0	0	0	0	0	0	2
Comerica, Inc.	1	0	0	0	0	0	0	0	1
Commerce Bancshares, Inc.	1	0	0	0	0	0	0	0	1
Crocker National Corp.	0	0	0	0	0	0	0	1	1
European American Bancorp.	1	0	0	0	0	0	0	0	1

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: BANK BRANCH	COMMERCIAL BANK SUBSIDIARY	MERCHANT BANK SUBSIDIARY	FINANCE CO. OR LEASING CO	INVESTMENT CO	EDGE ACT BANK SUB	REPRESENTATIVE OFFICE	OTHER OFFICES	TOTAL NUMBER OF OFFICES
First Atlanta Corp.	1	0	0	0	0	0	0	0	1
First Bank System, Inc.	1	0	0	0	0	0	0	0	1
First Chicago Corp.	1	0	0	0	0	0	0	0	1
First Interstate Bancorp.	2	0	1	0	0	0	0	0	3
First Maryland Bancorp.	1	0	0	0	0	0	0	0	1
First National State Bancorp.	1	0	0	0	0	0	0	0	1
First of America Bank Corp.	1	0	0	0	0	0	0	0	1
First Oklahoma Bancorp., Inc.	1	0	0	0	0	0	0	0	1
First Wisconsin Corp.	1	0	0	0	0	0	0	0	1
Fleet Financial Group, Inc.	1	0	0	0	0	0	0	0	1
Girard Co.	0	0	0	0	0	0	0	1	1
Huntington Bancshares, Inc.	1	0	0	0	0	0	0	0	1
InterFirst Corp.	1	0	0	0	0	0	0	0	1
IntraWest Financial Corp.	1	0	0	0	0	0	0	0	1
Irving Bank Corp.	1	0	0	0	0	1	0	1	3
Lincoln Frist Banks, Inc.	1	0	0	0	0	0	0	0	1
Marine Midland Banks, Inc.	0	1	0	0	0	0	0	0	1
Maryland National Corp.	1	0	0	0	0	0	0	0	1
Mellon National Corp.	1	0	0	0	0	0	0	0	1
Mercantile Bancorp., Inc.	1	0	0	0	0	0	0	0	1
Mercantile Texas Corp.	1	0	0	0	0	0	0	0	1
Michigan National Corp.	1	0	0	0	0	0	0	0	1
Midlantic Banks, Inc.	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc.	0	1	0	0	1	0	0	0	2
NCNB Corp.	1	0	0	0	0	0	0	0	1
Northern Trust Corp.	1	0	0	0	0	0	0	0	1
Rainier Bancorp.	1	0	0	0	0	0	0	0	1
Republic New York Corp.	1	0	0	0	0	0	0	0	1
Southwest Bancshares, Inc.	1	0	0	0	0	0	0	0	1
Sun Banks, Inc.	1	0	0	0	0	0	0	0	1
Texas American Bankshares, Inc.	1	0	0	0	0	0	0	0	1
Third National Corp.	1	0	0	0	0	0	0	0	1
Trust Co. of Ga.	1	0	0	0	0	0	0	0	1
United Jersey Banks	1	0	0	0	0	0	0	0	1
United Va. Bankshares, Inc.	1	0	0	0	0	0	0	0	1
Wachovia Corp.	1	0	0	0	0	0	0	0	1
Walter E. Heller International Corp.	1	0	0	0	0	0	0	0	1
Wells Fargo & Co.	0	0	1	0	0	0	0	0	1
Cayman Islands Totals (52 Banks):	**46**	**5**	**3**	**1**	**1**	**2**	**0**	**5**	**63**
Dominican Republic									
Chase Manhattan Corp.	7	0	0	0	0	0	0	0	7
Citicorp	6	0	0	0	0	0	0	1	7
Guadalupe									
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Haiti									
Bank of Boston Corp.	4	0	0	0	0	0	0	0	4
Citicorp	2	0	0	0	0	0	0	0	2
Jamaica									
Citicorp	1	1	0	0	0	0	0	0	2
First Chicago Corp.	0	0	1	0	0	0	0	0	1
Martinique									
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Netherland Antilles									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Bank of Boston Corp.	0	0	0	0	0	0	0	1	1
Chase Manhattan Corp.	0	0	0	1	0	0	0	0	1
Chemical New York Corp.	0	0	0	0	0	0	0	1	1
Citicorp	1	1	0	0	0	0	0	1	3
Crocker National Corp.	0	0	0	0	0	0	0	1	1
First Interstate Bancorp.	0	0	0	0	1	0	0	0	1
Fleet Financial Group, Inc.	0	0	0	0	0	0	0	1	1
Marine Midland Banks, Inc.	0	0	0	1	0	0	0	0	1
Michigan National Corp.	0	0	0	1	0	0	0	0	1
J.P. Morgan & Co., Inc.	0	0	0	0	0	0	0	1	1
Republic New York Corp.	0	0	0	0	0	0	0	1	1
Wells Fargo & Co.	0	0	0	0	0	0	0	1	1
Netherland Antilles Totals (13 Banks):	**2**	**1**	**0**	**3**	**1**	**0**	**0**	**8**	**15**
St. Maarten									
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Trinidad									
Citicorp	2	0	0	0	0	0	0	0	2
Virgin Islands (British)									
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
First Pennsylvania Corp.	1	0	0	0	0	0	0	0	1
"West Indies"—(no other I.D.)									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Walter E. Heller	1	0	0	0	0	0	0	0	1
CENTRAL AMERICA									
Costa Rica									
BankAmerica Corp.	0	1	0	0	0	0	0	1	2
Bank of Boston Corp.	0	0	0	1	0	0	0	0	1
Citicorp	0	0	0	0	0	0	0	1	1
Citizens & Southern Georgia Corp.	0	0	0	0	1	0	0	0	1
Costa Rica Totals (4 banks):	**0**	**1**	**0**	**1**	**1**	**0**	**0**	**2**	**5**
El Salvador									
Citicorp	1	0	0	0	0	0	0	0	1
Guatemala									
BankAmerica Corp.	3	0	0	0	0	0	0	0	3
Bank of Boston Corp.	0	0	0	1	0	0	0	1	2
Citicorp	0	0	0	0	0	0	1	0	1

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: Bank Branch	Commercial Bank Subsidiary	Merchant Bank Subsidiary	Finance Co. or Leasing Co.	Investment Co.	Edge Act Bank Sub.	Representative Office	Other Offices	Total Number of Offices
Guatemala Totals (3 banks):	**3**	**0**	**0**	**1**	**0**	**0**	**1**	**1**	**6**
Honduras									
BankAmerica Corp.	4	0	0	0	0	0	0	0	4
Bank of Boston Corp.	0	0	0	1	0	0	0	0	1
Citicorp	3	1	0	0	0	0	0	0	4
Honduras Totals (3 banks):	**7**	**1**	**0**	**1**	**0**	**0**	**0**	**0**	**9**
Nicaragua									
Citicorp	1	0	0	0	0	0	0	0	1
Panama									
BankAmerica Corp.	6	0	0	1	0	0	0	3	10
Bankers Trust New York Corp.	1	0	0	0	0	0	0	1	2
Bank of Boston Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	12	0	0	0	0	0	0	1	13
Citicorp	8	1	0	0	0	0	0	0	9
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	1	0	1	0	0	0	0	0	2
Marine Midland Banks, Inc.	1	0	0	0	0	0	0	0	1
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
Panama Totals (9 banks):	**30**	**1**	**1**	**1**	**0**	**0**	**2**	**5**	**40**
SOUTH AMERICA									
Argentina									
BankAmerica Corp.	7	1	0	0	0	0	1	0	9
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Bank of Boston Corp.	22	0	0	0	0	0	0	3	25
Chase Manhattan Corp.	14	0	0	0	0	0	1	0	15
Citicorp	22	0	0	0	0	0	0	24	46
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Continental Illinois Corp.	1	0	0	0	0	0	1	0	2
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	0	0	0	0	0	0	1	0	1
First Interstate Bancorp.	0	0	0	0	0	0	1	0	1
First Wisconsin Corp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	1	0	0	0	0	0	1	0	2
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	1	0	0	0	0	0	0	0	1
RepublicBank Corp.	0	0	0	0	0	0	1	0	1
RepublicBank Corp.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	1	0	0	0	0	0	1	0	2
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
Union Bancorp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	1	0	0	0	0	0	0	0	1
Argentina Totals (21 banks):	**70**	**1**	**0**	**0**	**0**	**0**	**17**	**27**	**115**
Brazil									
BanCal Tri-State Corp.	0	0	0	0	0	0	1	0	1
BankAmerica Corp.	6	1	0	0	1	0	3	0	11
Bankers Trust New York Corp.	0	0	0	0	0	0	2	0	2
Bank of Boston Corp.	5	0	0	2	0	0	0	5	12
Bank of New England Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	1	0	3	0	0	1	2	7
Chemical New York Corp.	0	0	0	2	0	0	2	0	4
Citicorp	11	0	0	0	0	0	0	16	27
Citizens & Southern Georgia Corp.	0	0	0	0	1	0	0	0	1
Continental Illinois Corp.	0	0	0	1	0	0	0	0	1
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	0	0	0	1	0	0	1	0	2
First Interstate Bancorp.	0	0	0	0	0	0	1	0	1
First Pennsylvania Corp.	0	0	0	0	0	0	1	0	1
First Wisconsin Corp.	0	0	0	0	0	0	1	0	1
Harris Bankcorp.	0	0	0	0	0	0	1	0	1
InterFirst Corp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	2	5	7
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Maryland National Corp.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	0	0	0	0	0	0	1	0	1
Mercantile Bancorp., Inc.	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc.	0	0	0	0	1	0	1	0	2
NCNB Corp.	0	0	0	0	0	0	1	0	1
Natwest Holdings, Inc.	0	0	0	0	0	0	1	0	1
PNC Financial Corp.	0	0	0	0	0	0	1	0	1
RepublicBank Corp.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	0	0	0	0	0	0	2	0	2
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	1	0	1
Union Bancorp.	0	0	0	0	0	0	1	0	1
Walter E. Heller International Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Brazil Totals (34 banks):	**23**	**2**	**0**	**9**	**3**	**0**	**35**	**28**	**100**
Bolivia									
BankAmerica Corp.	3	0	0	0	0	0	0	0	3
Bank of Boston Corp.	2	0	0	0	0	0	0	0	2
Citicorp	1	0	0	0	0	0	0	0	1
Bolivia Totals (3 banks):	**6**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**6**
Chile									
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Bank of Boston Corp.	2	0	0	0	0	0	0	0	2
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	5	0	0	0	0	0	0	3	8
Continental Illinois Corp.	1	0	0	0	0	0	0	0	1

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: BANK BRANCH	COMMERCIAL BANK SUBSIDIARY	MERCHANT BANK SUBSIDIARY	FINANCE CO. OR LEASING CO	INVESTMENT CO	EDGE ACT BANK SUB	REPRESENTATIVE OFFICE	OTHER OFFICES	TOTAL NUMBER OF OFFICES
First Chicago Corp.	0	0	0	0	0	0	1	0	1
Girard Co.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	1	0	0	1	0	2
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	0	1	0	0	0	0	0	0	1
Norwest Bancorp	0	0	0	0	0	0	1	0	1
RepublicBank Corp.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	1	0	0	0	0	0	0	0	1
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Columbia									
BankAmerica Corp.	9	1	0	0	0	0	1	0	11
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	0	0	0	0	0	0	1	11	12
Citizens & Southern Georgia Corp.	0	0	0	0	0	0	1	0	1
Continental Illinois Corp.	0	0	0	0	0	0	1	0	1
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First National State Bancorp.	0	0	0	0	0	0	1	0	1
First Wisconsin Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	0	0	0	0	0	0	1	0	1
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
Union Bancorp.	0	0	0	0	0	0	1	0	1
Walter E. Heller International Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Colombia Totals (17 banks):	**9**	**1**	**0**	**0**	**0**	**0**	**17**	**11**	**38**
Ecuador									
BankAmerica Corp.	3	1	0	1	0	0	0	0	5
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	12	0	0	0	0	0	0	0	12
Union Bancorp.	0	0	0	0	0	0	1	0	1
Ecuador Totals (4 banks):	**15**	**1**	**0**	**1**	**0**	**0**	**2**	**0**	**19**
Guyana									
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Paraguay									
BankAmerica Corp.	4	0	0	1	0	0	0	0	5
Bank of Boston Corp.	2	0	0	0	0	0	0	0	2
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Citicorp	6	0	0	0	0	0	0	1	7
Paraguay Totals (4 banks):	**13**	**0**	**0**	**1**	**0**	**0**	**0**	**1**	**15**
Peru									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	4	0	0	0	0	0	0	0	4
Citizens & Southern Georgia Corp.	0	0	0	0	0	0	1	0	1
First Interstate Bancorp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Union Bancorp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Peru Totals (8 banks):	**5**	**0**	**0**	**0**	**0**	**0**	**6**	**0**	**11**
Suriname									
BankAmerica Corp.	0	1	0	0	0	0	0	0	1
Uruguay									
BankAmerica Corp.	2	0	0	0	0	0	0	0	2
Bank of Boston Corp.	5	0	0	0	0	0	1	0	6
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	6	0	0	0	0	0	0	1	7
Republic New York Corp.	0	0	0	0	0	0	1	0	1
Uruguay Totals (5 banks):	**13**	**0**	**0**	**0**	**0**	**0**	**3**	**1**	**17**
Venezuela									
BankAmerica Corp.	0	0	0	2	0	0	2	0	4
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Bank of Boston Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	4	0	0	0	0	0	0	3	7
Continental Illinois Corp.	0	0	0	0	0	0	1	0	1
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	0	0	0	0	0	0	1	0	1
First Interstate Bancorp.	0	0	0	0	0	0	1	0	1
First Wisconsin Corp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	1	0	0	1	0	2
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	0	0	0	0	0	0	1	0	1
RepublicBank Corp.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	0	0	0	0	0	0	1	0	1
Southeast Banking Corp.	0	0	0	0	0	0	1	0	1
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	1	0	1
Union Bancorp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Venezuela Totals (21 banks):	**4**	**0**	**0**	**3**	**0**	**0**	**21**	**3**	**31**
EUROPE									
Austria									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	0	1	0	0	0	0	0	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	0	1	0	0	0	0	1	1	3

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: BANK BRANCH	COMMERCIAL BANK SUBSIDIARY	MERCHANT BANK SUBSIDIARY	FINANCE CO OR LEASING CO	INVESTMENT CO	EDGE ACT BANK SUB	REPRESENTATIVE OFFICE	OTHER OFFICES	TOTAL NUMBER OF OFFICES
Austria Totals (4 Banks)	1	2	0	0	0	0	2	1	6
Belgium									
BankAmerica Corp.	2	0	0	0	0	0	0	0	2
Bankers Trust New York Corp.	0	1	0	0	0	0	1	0	2
Bank of Boston Corp.	0	0	0	1	0	0	0	0	1
Chase Manhattan Corp.	0	1	0	0	0	0	0	1	2
Chemical New York Corp.	1	0	0	2	0	0	0	0	3
Citicorp	65	1	0	0	0	0	0	4	70
Continental Illinois Corp.	0	2	0	0	0	0	0	0	2
Manufacturers Hanover Corp.	1	1	0	0	0	0	0	0	2
J.P. Morgan & Co., Inc.	2	0	0	1	0	0	0	0	3
Belgium Totals (9 Banks)	71	6	0	4	0	0	1	5	87
Cyprus									
BankAmerica Corp.	0	1	0	0	0	0	0	0	1
Denmark									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Citicorp	1	0	0	0	0	0	0	0	1
Denmark Totals (3 Banks)	3	0	0	0	0	0	0	0	3
Finland									
Chase Manhattan Corp.	0	1	0	0	0	0	0	0	1
Citicorp	0	1	0	0	0	0	0	0	1
France									
BankAmerica Corp.	1	0	1	1	0	0	0	0	3
Bankers Trust New York Corp.	1	0	0	0	0	0	0	0	1
Bank of Boston Corp.	1	0	0	2	0	0	0	0	3
Chase Manhattan Corp.	2	1	0	0	0	0	0	2	5
Chemical New York Corp.	1	1	0	1	0	0	0	0	3
Citicorp	2	2	0	0	0	0	0	12	16
Continental Illinois Corp.	1	0	0	0	0	0	0	0	1
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	1	0	0	0	0	0	0	0	1
InterFirst Corp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	1	0	0	0	0	0	1	0	2
Marine Midland Banks, Inc.	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc.	1	0	1	0	0	0	0	0	2
PNC Financial Corp.	1	0	0	0	0	0	0	0	1
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
France Totals (16 Banks)	14	4	2	4	0	0	5	14	43
Germany									
BankAmerica Corp.	5	1	0	0	0	0	0	1	7
Bankers Trust New York Corp.	0	1	0	0	0	0	2	0	3
Bank of Boston Corp.	2	0	0	0	0	0	0	0	2
Chase Manhattan Corp.	3	1	0	0	0	0	0	2	6
Chemical New York Corp.	1	1	0	1	0	0	0	2	5
Citicorp	266	1	0	0	0	0	0	8	275
Continental Illinois Corp.	1	0	0	0	0	0	0	0	1
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	3	0	0	0	0	0	1	0	4
First Interstate Bancorp	0	0	0	0	0	0	1	0	1
First Union Corp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	1	0	0	0	0	0	0	0	1
Manufacturers Hanover Corp.	4	0	0	0	0	0	2	0	6
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc.	2	0	0	0	0	0	0	0	2
NBD Bancorp., Inc.	1	0	0	0	0	0	0	0	1
Republic New York Corp.	0	0	0	0	0	0	1	0	1
Security Pacific Corp.	1	0	0	0	0	0	0	0	1
State Street Boston Corp.	0	0	0	0	0	0	0	1	1
Walter E. Heller International	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Germany Totals (22 Banks)	291	5	0	1	0	0	12	14	323
Gibraltar									
BankAmerica Corp.	0	0	0	0	0	0	0	1	1
Greece									
BankAmerica Corp.	3	0	0	1	0	0	0	0	4
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	3	0	0	0	0	0	0	0	3
Citicorp	12	0	0	0	0	0	0	0	12
Continental Illinois Corp.	3	0	0	0	0	0	0	0	3
First Chicago Corp.	1	0	0	0	0	0	0	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	0	0	0	0	0	0	1	0	1
Greece Totals (9 Banks)	22	0	0	1	0	0	4	0	27
Italy									
BankAmerica Corp.	9	1	0	0	0	0	1	1	12
Bankers Trust New York Corp.	1	0	0	1	0	0	1	0	3
Bank of Boston Corp.	0	0	0	1	0	0	1	0	2
Chase Manhattan Corp.	2	0	0	1	0	0	1	1	5
Chemical New York Corp.	2	0	0	1	0	0	0	0	3
Citicorp	3	0	0	0	0	0	0	54	57
Continental Illinois Corp.	1	0	0	1	0	0	1	0	3
First Chicago Corp.	2	0	0	1	0	0	0	0	3
First Interstate Bancorp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	1	0	0	1	0	0	0	0	2
Manufacturers Hanover Corp.	2	0	0	2	0	0	0	0	4
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	2	0	0	1	0	0	0	0	3

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: Bank Branch	Commercial Bank Subsidiary	Merchant Bank Subsidiary	Finance Co. or Leasing Co.	Investment Co.	Edge Act Bank Sub.	Representative Office	Other Offices	Total Number of Offices
Security Pacific Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	1	0	0	0	0	0	0	0	1
Italy Totals (16 Banks)	**26**	**1**	**0**	**10**	**0**	**0**	**9**	**56**	**92**
Luxembourg									
BankAmerica Corp.	0	2	0	1	0	0	0	1	4
Bank of Boston Corp.	1	1	0	0	0	0	0	1	3
Chase Manhattan Corp.	0	1	0	0	0	0	0	0	1
Citicorp	0	1	0	0	0	0	0	0	1
CoreStates Financial Corp.	1	0	0	0	0	0	0	0	1
European-American Bancorp.	1	1	0	0	0	0	0	1	3
Manufacturers Hanover Corp.	0	1	0	0	0	0	0	0	1
Norwest Corp.	1	0	0	0	0	0	0	0	1
Luxembourg Totals (8 Banks)	**4**	**7**	**0**	**1**	**0**	**0**	**0**	**3**	**15**
Monaco									
Citicorp	1	0	0	0	0	0	0	0	1
Netherlands									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	1	0	0	0	0	1
Chemical New York Corp.	0	0	0	1	0	0	0	0	1
Citicorp	2	0	0	0	0	0	0	4	6
Continental Illinois Corp.	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc.	0	1	0	0	0	0	0	0	1
Walter E. Heller International Corp.	0	0	0	0	0	0	1	0	1
Netherlands Totals (8 Banks)	**4**	**1**	**0**	**2**	**0**	**0**	**2**	**4**	**13**
Norway									
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Norway Totals (3 Banks)	**0**	**0**	**0**	**0**	**0**	**0**	**3**	**0**	**3**
Poland									
First Chicago Corp.	0	0	0	0	0	0	1	0	1
Portugal									
BankAmerica Corp.	0	0	0	0	0	0	1	0	1
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Portugal Totals (5 Banks)	**0**	**0**	**0**	**0**	**0**	**0**	**5**	**0**	**5**
Romania									
Manufacturers Hanover Corp.	1	0	0	0	0	0	0	0	1
Spain									
BankAmerica Corp.	4	2	0	1	0	0	1	0	8
Bankers Trust New York Corp.	1	0	0	0	0	0	0	0	1
Bank of Boston Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	2	0	0	0	0	0	0	0	2
Chemical New York Corp.	2	0	0	1	0	0	0	0	3
Citicorp	2	0	0	0	0	0	0	1	3
Continental Illinois Corp.	2	0	0	1	0	0	0	0	3
First Chicago Corp.	2	0	0	1	0	0	0	0	3
First Interstate Bancorp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	2	0	0	1	0	0	1	0	4
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	1	0	1	0	0	0	0	0	2
Security Pacific Corp.	0	0	0	0	0	0	1	1	2
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Spain Totals (15 Banks)	**18**	**2**	**1**	**5**	**0**	**0**	**8**	**2**	**36**
Sweden									
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	0	0	0	0	0	0	1	0	1
First Chicago Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Sweden Totals (4 Banks)	**0**	**0**	**0**	**0**	**0**	**0**	**4**	**0**	**4**
Switzerland									
BankAmerica Corp.	2	2	0	0	0	0	1	0	5
Bankers Trust New York Corp.	0	1	0	0	0	0	1	0	2
Bank of Boston Corp.	0	0	0	0	0	0	0	1	1
Chase Manhattan Corp.	0	1	0	0	0	0	1	0	2
Chemical New York Corp.	1	0	0	1	0	0	0	0	2
Citicorp	7	1	0	0	0	0	0	2	10
Continental Illinois Corp.	0	2	0	0	0	0	0	0	2
First Chicago Corp.	1	0	1	0	0	0	1	0	3
Girard Co.	0	0	0	0	0	0	0	1	1
Manufacturers Hanover Corp.	1	1	0	0	0	0	0	0	2
J.P. Morgan & Co, Inc.	1	0	0	1	1	0	0	0	3
Seafirst Corp.	0	1	0	0	0	0	0	0	1
Wachovia Corp.	0	0	0	0	0	0	1	0	1
Switzerland Totals (13 Banks)	**13**	**9**	**1**	**2**	**1**	**0**	**5**	**4**	**35**
Turkey									
Citicorp	2	0	0	0	0	0	0	0	2
United Kingdom									
Bancal Tri-State Corp.	1	0	0	0	0	0	0	0	1
BankAmerica Corp.	5	0	2	3	0	0	0	9	19
Bankers Trust New York Corp.	3	1	0	1	0	0	1	0	6
Bank of Boston Corp.	2	1	1	2	0	0	0	1	7
Bank of New England Corp.	0	0	0	0	0	0	1	0	1
Bank of New York Co., Inc.	1	0	0	0	0	0	0	0	1
Bank of Virginia Co.	0	0	0	0	0	0	1	0	1

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: Bank Branch	Commercial Bank Subsidiary	Merchant Bank Subsidiary	Finance Co. or Leasing Co.	Investment Co.	Edge Act Bank Sub.	Representative Office	Other Offices	Total Number of Offices
Centerre Bancorp	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	1	1	1	1	0	0	0	1	5
Chemical New York Corp.	1	0	1	3	0	0	3	6	14
Citicorp	7	1	0	0	0	0	0	57	65
Comerica, Inc.	1	0	0	0	0	0	0	0	1
Continental Illinois Corp.	1	0	1	0	1	0	0	0	3
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
Fidelcor, Inc.	1	0	0	0	0	0	0	0	1
First Atlanta Corp.	0	0	0	0	0	0	1	0	1
First Bank System, Inc.	1	0	0	0	0	0	0	0	1
First Chicago Corp.	2	0	1	1	0	0	0	0	4
First City Bancorp. of Texas, Inc.	1	0	0	0	0	0	0	0	1
First Interstate Bancorp	1	0	0	0	0	0	2	0	3
First Maryland Bancorp	1	0	0	0	0	0	0	0	1
First Pennsylvania Corp.	1	0	0	0	0	0	0	0	1
First Union Corp.	0	0	0	0	0	0	1	0	1
First Wisconsin Corp.	1	0	0	0	0	0	0	0	1
Fleet Financial Group, Inc.	1	0	0	0	0	0	0	0	1
Girard Co.	1	0	0	0	0	0	0	0	1
Harris Bankcorp, Inc.	1	0	0	0	0	0	0	0	1
InterFirst Corp.	1	0	0	0	0	0	0	0	1
Irving Bank Corp.	1	0	0	0	0	0	0	0	1
Manufacturers Hanover Corp.	2	1	0	3	0	0	3	4	13
Manufacturers National Corp.	0	0	0	0	0	0	1	0	1
Marine Midland Banks, Inc.	1	0	0	0	0	0	0	1	2
Maryland National Corp.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	1	0	0	0	0	0	0	1	2
Midlantic Banks, Inc.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	2	0	0	0	0	0	0	1	3
National City Corp.	0	0	0	0	0	0	1	0	1
Natwest Holdings Inc.	0	0	0	0	0	0	1	0	1
NBD Bancorp., Inc.	1	0	0	0	0	0	0	0	1
NCNB Corp.	1	0	1	2	0	0	0	1	5
Northern Trust Corp.	1	0	0	0	0	0	0	0	1
Norwest Corp.	0	0	0	0	0	0	1	0	1
RepublicBank Corp.	1	0	0	0	0	0	0	1	2
Republic New York Corp.	1	0	0	0	0	0	0	0	1
Riggs National Corp.	1	0	0	0	0	0	0	0	1
Seafirst Corp.	1	0	0	0	0	0	0	0	1
Security Pacific Corp.	1	0	0	2	0	0	0	0	3
Southeast Banking Corp.	0	0	0	0	0	0	1	0	1
Southwest Bancshares Inc.	0	0	0	0	0	0	1	0	1
State Street Boston Corp.	0	0	0	0	0	0	1	0	1
Sun Banks, Inc.	0	0	0	0	0	0	1	0	1
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	2	0	2
Walter E. Heller International Corp.	1	0	0	0	0	0	0	0	1
Wells Fargo & Co.	1	0	1	0	0	0	0	0	2
Other United Kingdom—The Channel Islands									
BankAmerica Corp.	1	1	0	0	0	0	0	1	3
Chase Manhattan Corp.	1	1	0	0	0	0	0	0	1
Chemical New York Corp.	0	1	0	0	0	0	0	0	1
Citicorp	1	1	0	0	0	0	0	0	2
United Kingdom Totals (54 Banks)	**57**	**9**	**9**	**18**	**1**	**0**	**26**	**84**	**204**
U.S.S.R.									
BankAmerica Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Yugoslavia									
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
ASIA - WEST									
Bahrain									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Bankers Trust New York Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	2	0	0	0	0	0	1	0	3
Chemical New York Corp.	1	0	0	0	0	0	0	0	1
Citicorp	1	0	0	0	0	0	0	1	2
Continental Illinois Corp.	1	0	0	0	0	0	0	0	1
First City Bancorp. of Texas, Inc.	0	0	0	0	0	0	1	0	1
InterFirst Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	1	0	0	0	0	0	1	0	2
Security Pacific Corp.	1	0	0	0	0	0	0	0	1
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	1	0	1
Bahrain Totals (11 Banks):	**9**	**0**	**0**	**0**	**0**	**0**	**5**	**1**	**15**
Iran									
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Jordan									
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Citicorp	0	0	0	0	0	0	1	0	1
Manucturers Hanover Corp.	2	0	0	0	0	0	0	0	2
Jordan Totals (3 Banks):	**3**	**0**	**0**	**0**	**0**	**0**	**1**	**0**	**4**
Kuwait									
BankAmerica Corp.	0	0	0	0	0	0	0	1	1
Lebanon									
BankAmerica Corp.	2	0	0	0	0	0	0	0	2
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Chemical New York Corp.	0	1	0	0	0	0	1	0	2
Citicorp	2	0	0	0	0	0	0	0	2
Irving Bank Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	0	0	0	0	0	0	1	0	1
Lebanon Totals (8 Banks):	**5**	**1**	**0**	**0**	**0**	**0**	**5**	**0**	**11**

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: BANK BRANCH	COMMERCIAL BANK SUBSIDIARY	MERCHANT BANK SUBSIDIARY	FINANCE CO. OR LEASING CO.	INVESTMENT CO.	EDGE ACT BANK SUB	REPRESENTATIVE OFFICE	OTHER OFFICES	TOTAL NUMBER OF OFFICES
Oman									
BankAmerica Corp.	0	1	0	0	0	0	0	0	1
Citicorp	2	0	0	0	0	0	0	0	2
Qatar									
Citicorp	1	0	0	0	0	0	0	0	1
United Arab Emirates									
BankAmerica Corp.	0	1	0	0	0	0	1	0	2
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	5	0	0	0	0	0	0	1	6
First Chicago Corp.	3	0	0	0	0	0	1	0	4
First Interstate Bancorp	0	0	0	0	0	0	1	0	1
United Arab Emirates Totals (6 Banks):	**8**	**1**	**0**	**0**	**0**	**0**	**5**	**1**	**15**
Yemen									
BankAmerica Corp.	0	1	0	0	0	0	0	0	1
Citicorp	1	0	0	0	0	0	0	0	1
ASIA - EAST									
Brunei									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Citicorp	2	0	0	0	0	0	0	0	2
China									
BankAmerica Corp.	1	0	0	0	0	0	1	0	2
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
First Bank System, Inc.	1	0	0	0	0	0	0	0	1
First Chicago Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
China Totals (5 Banks):	**2**	**0**	**0**	**0**	**0**	**0**	**4**	**0**	**6**
Hong Kong									
BankAmerica Corp.	13	0	0	0	1	0	1	3	18
Bankers Trust New York Corp.	1	0	1	0	0	0	0	0	2
Bank of Boston Corp.	1	0	1	0	0	0	0	0	2
Chase Manhattan Corp.	13	0	1	0	0	0	0	0	14
Chemical New York Corp.	1	0	1	0	0	0	0	2	4
Citicorp	29	1	0	0	0	0	0	12	42
Continental Illinois Corp.	0	1	0	0	0	0	0	0	1
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
European-American Bancorp	0	0	0	0	0	0	1	0	1
First Chicago Corp.	1	0	1	0	0	0	0	0	2
First Interstate Bancorp	1	0	0	0	0	0	1	0	2
Fleet Financial Group, Inc.	0	0	0	0	0	0	1	0	1
Girard Co.	0	0	0	0	0	0	1	0	1
InterFirst Corp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	0	1	0	0	0	0	1	0	2
Manufacturers Hanover Corp.	1	1	0	2	0	0	0	0	4
Marine Midland Banks, Inc.	0	1	0	0	0	0	1	0	2
Mellon National Corp.	1	0	0	0	0	0	0	0	1
Midlantic Banks, Inc.	0	0	0	0	0	0	1	1	2
J.P. Morgan & Co., Inc.	1	0	0	0	1	0	0	0	2
Natwest Holdings, Inc.	0	0	0	0	0	0	1	0	1
NBD Bancorp., Inc.	0	0	0	1	0	0	0	0	1
NCNB Corp.	1	0	0	0	0	0	0	1	2
Northern Trust Corp.	1	0	0	0	0	0	0	0	1
PNC Financial Corp.	0	0	0	0	0	0	1	0	1
Rainier Bancorp	0	0	0	0	0	8	0	0	8
RepublicBank Corp.	0	0	1	0	0	0	0	0	1
Republic New York Corp.	1	0	0	0	0	0	0	0	1
Riggs National Corp.	0	0	0	0	0	0	1	0	1
Seafirst Corp.	1	1	0	0	0	0	0	0	2
Security Pacific Corp.	1	1	0	1	0	0	0	0	3
State Street Boston Corp.	0	0	0	0	0	0	1	1	2
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	1	0	1
Walter E. Heller International Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	1	0	1	0	0	0	0	0	2
Hong Kong Totals (35 Banks):	**69**	**7**	**7**	**4**	**2**	**8**	**16**	**20**	**133**
India									
BankAmerica Corp.	4	0	0	0	0	0	0	0	4
Bankers Trust new York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	6	0	0	0	0	0	0	0	6
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
India Totals (7 Banks):	**10**	**0**	**0**	**0**	**0**	**0**	**5**	**0**	**15**
Indonesia									
BankAmerica Corp.	2	0	0	1	0	0	0	0	3
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	2	0	0	0	0	0	0	0	2
Chemical New York Corp.	0	0	0	1	0	0	1	0	2
Citicorp	1	0	0	0	0	0	0	1	2
Continental Illinois Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	0	0	0	0	0	0	1	0	1
First Interstate Bancorp	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	1	0	0	1	0	2
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Indonesia Totals (12 Banks):	**5**	**0**	**0**	**3**	**0**	**0**	**9**	**1**	**18**
Japan									
BanCal Tri-State Corp.	1	0	0	0	0	0	0	0	1
BankAmerica Corp.	4	0	0	1	1	0	2	0	8
Bankers Trust New York Corp.	1	0	1	0	0	0	0	0	2
Bank of Boston Corp.	1	0	0	0	0	0	0	0	1

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: Bank Branch	Commercial Bank Subsidiary	Merchant Bank Subsidiary	Finance Co. or Leasing Co.	Investment Co	Edge Act Bank Sub	Representative Office	Other Offices	Total Number of Offices
Chase Manhattan Corp.	6	0	0	0	0	0	0	1	7
Chemical New York Corp.	1	0	3	3	0	0	2	0	9
Citicorp	6	0	0	0	0	0	0	14	20
Continental Illinois Corp.	2	0	0	0	0	0	0	0	2
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	1	0	0	0	0	0	0	0	1
First City Bancorp. of Texas, Inc.	0	0	0	0	0	0	1	0	1
First Interstate Bancorp	1	0	0	0	0	0	1	0	2
First Pennsylvania Corp.	0	0	0	0	0	0	1	0	1
First Union Corp.	0	0	0	0	0	0	1	0	1
Harris Bankcorp, Inc.	0	0	0	0	0	0	1	0	1
InterFirst Corp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	1	0	0	0	0	0	0	0	1
Manufacturers Hanover Corp.	1	0	0	0	0	0	0	0	1
Marine Midland Banks, Inc.	1	0	0	0	0	0	0	0	1
Mellon National Corp.	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc.	1	0	0	0	0	0	0	0	1
NBD Bancorp., Inc.	1	0	0	0	0	0	0	0	1
Rainier Bancorp	1	0	0	0	0	0	0	0	1
RepublicBank Corp.	0	0	0	0	0	0	1	0	1
Republic New York Corp.	0	0	0	0	0	0	1	0	1
Seafirst Corp.	1	0	0	0	0	0	0	0	1
Security Pacific Corp.	1	0	0	1	0	0	0	0	2
Texas Commerce Bancshares, Inc.	0	0	0	0	0	0	1	0	1
Union Bancorp	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	1	0	0	0	0	0	0	0	1
Japan Totals (30 Banks):	**34**	**0**	**4**	**5**	**1**	**0**	**15**	**15**	**74**
Korea									
BanCal Tri-State Corp.	0	0	0	0	0	0	1	0	1
BankAmerica Corp.	2	0	0	0	0	0	0	0	2
Bankers Trust New York Corp.	1	0	0	0	0	0	0	0	1
Bank of Boston Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	2	0	0	0	0	0	0	0	2
Chemical New York Corp.	1	0	0	0	0	0	0	0	1
Citicorp	2	0	0	0	0	0	0	0	2
Continental Illinois Corp.	1	0	0	0	0	0	0	0	1
First Chicago Corp.	1	0	0	0	0	0	0	0	1
First Interstate Bancorp	1	0	0	0	0	0	0	0	1
Manufacturers Hanover Corp.	1	0	0	4	0	0	0	0	5
Marine Midland Banks, Inc.	1	0	0	0	0	0	0	0	1
Mellon National Corp.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., Inc.	1	0	0	0	0	0	0	0	1
Rainier Bancorp	0	0	0	0	0	0	1	0	1
Seafirst Corp.	0	0	0	0	0	0	1	0	1
Security Pacific Corp.	1	0	0	0	0	0	0	0	1
Union Bancorp	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Korea Totals (19 Banks):	**16**	**0**	**0**	**4**	**0**	**0**	**6**	**0**	**26**
Malaysia									
BankAmerica Corp.	1	0	1	0	0	0	0	1	3
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Citicorp	3	0	0	0	0	0	0	0	3
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Maryland National Corp.	0	0	0	0	0	0	1	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Malaysia Totals (7 Banks):	**5**	**0**	**1**	**0**	**0**	**0**	**4**	**1**	**11**
Pakistan									
BankAmerica Corp.	3	0	0	0	0	0	0	0	3
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Citicorp	3	0	0	0	0	0	0	0	3
Pakistan Totals (3 Banks):	**7**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**7**
Phillipines									
BanCal Tri-State Corp.	1	0	0	0	0	0	1	0	2
BankAmerica Corp.	1	0	0	1	0	0	0	1	3
Bankers Trust New York Corp.	1	0	0	0	0	0	0	0	1
Bank of Boston Corp.	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Chemical New York Corp.	1	0	0	0	0	0	0	0	1
Citicorp	3	0	0	0	0	0	0	1	4
Continental Illinois Corp.	0	0	0	0	0	0	1	0	1
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	1	0	0	0	0	0	0	0	1
First Interstate Bancorp	1	0	0	0	0	0	1	0	2
Irving Bank Corp.	0	0	0	0	0	0	2	0	2
Manufacturers Hanover Corp.	1	0	0	0	0	0	0	0	1
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	0	0	0	0	0	0	1	0	1
J.P. Morgan & Co., INC.	0	0	0	0	0	0	1	0	1
NBD Bancorp., Inc.	0	0	0	0	0	0	1	0	1
Rainier Bancorp	1	0	0	0	0	0	0	0	1
Security Pacific Corp.	1	0	0	0	0	0	0	0	1
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Phillipines Totals (20 Banks):	**14**	**0**	**0**	**1**	**0**	**0**	**11**	**2**	**28**
Singapore									
BankAmerica Corp.	4	0	1	1	0	0	1	2	9
Bankers Trust New York Corp.	1	0	1	0	0	0	0	0	2
Bank of Boston Corp.	1	0	0	0	0	0	0	0	1
Bank of New York Co., Inc.	1	0	0	0	0	0	0	0	1
Centerre Bancorp	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	3	0	0	0	0	0	0	0	3
Chemical New York Corp.	1	0	0	1	0	0	0	0	2

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: Bank Branch	Commercial Bank Subsidiary	Merchant Bank Subsidiary	Finance Co or Leasing Co	Investment Co	Edge Act Bank Sub	Representative Office	Other Offices	Total Number of Offices
Citicorp	4	1	0	0	0	0	0	2	7
Citizens & Southern Georgia Corp	0	0	0	0	0	0	1	0	1
Continental Illinois Corp	1	0	0	0	0	0	0	0	1
First Chicago Corp	1	0	1	0	0	0	0	0	2
First City Bancorp. of Texas, Inc	1	0	0	0	0	0	0	0	1
First Wisconsin Corp	1	0	0	0	0	0	0	0	1
Girard Co	0	0	0	0	0	0	1	0	1
Harris Bankcorp	1	0	0	0	0	0	0	0	1
InterFirst Corp	1	0	0	0	0	0	0	0	1
Irving Bank Corp	1	0	0	0	0	0	0	0	1
Manufacturers Hanover Corp	1	0	0	0	0	0	0	0	1
Marine Midland Banks, Inc	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co	1	0	1	0	0	0	1	0	3
Rainier Bancorp	1	0	0	0	0	0	0	0	1
RepublicBank Corp	1	0	0	0	0	0	0	0	1
Security Pacific Corp	1	0	0	0	0	0	0	0	1
State Street Boston Corp	0	0	0	0	0	0	1	0	1
Walter E. Heller International Corp	0	0	0	0	0	0	1	0	1
Wells Fargo & Co	1	0	1	0	0	0	0	0	2
Singapore Totals (26 Banks):	**29**	**1**	**5**	**2**	**0**	**0**	**7**	**4**	**48**
Sri Lanka									
BankAmerica Corp	1	0	0	0	0	0	0	0	1
Bankers Trust New York Corp	0	0	0	0	0	0	1	0	1
Citicorp	1	0	0	0	0	0	0	0	1
Girard Co	0	0	0	0	0	0	1	0	1
Sri Lanka Totals (4 Banks):	**2**	**0**	**0**	**0**	**0**	**0**	**2**	**0**	**4**
Taiwan									
BanCal Tri-State Corp	0	0	0	0	0	0	1	0	1
BankAmerica Corp	1	0	0	0	0	0	0	0	1
Bankers Trust New York Corp	1	0	0	0	0	0	0	0	1
Bank of Boston Corp	1	0	0	0	0	0	0	0	1
Chase Manhattan Corp	1	0	0	0	0	0	0	0	1
Chemical New York Corp	1	0	0	0	0	0	0	0	1
Citicorp	1	0	0	0	0	0	0	0	1
Continental Illinois Corp	1	0	0	0	0	0	0	0	1
First Interstate Bancorp	1	0	0	0	0	0	1	0	2
Irving Bank Corp	1	0	0	0	0	0	0	0	1
Manufacturers Hanover Corp	1	0	0	0	0	0	0	0	1
J.P. Morgan & Co., Inc	1	0	0	0	0	0	0	0	1
Rainier Bancorp	1	0	0	0	0	0	0	0	1
RepublicBank Corp	0	0	0	0	0	0	1	0	1
Seafirst Corp	1	0	0	0	0	0	0	0	1
Security Pacific Corp	0	0	0	0	0	0	1	0	1
Wells Fargo & Co	0	0	0	0	0	0	1	0	1
Taiwan Totals (17 Banks):	**13**	**0**	**0**	**0**	**0**	**0**	**5**	**0**	**18**
Thailand									
BanCal Tri-State Corp	0	0	0	0	0	0	1	0	1
BankAmerica Corp	1	0	0	2	0	0	0	0	3
Bankers Trust New York Corp	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp	1	0	0	0	0	0	0	0	1
Chemical New York Corp	1	0	0	1	0	0	0	0	2
Citicorp	0	0	0	0	0	0	1	1	2
Continental Illinois Corp	0	0	0	0	0	0	1	0	1
First Interstate Bancorp	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp	0	0	0	0	0	0	1	0	1
Security Pacific Corp	0	0	0	0	0	0	1	0	1
Wells Fargo & Co	0	0	0	0	0	0	1	0	1
Thailand Totals (11 Banks):	**3**	**0**	**0**	**3**	**0**	**0**	**8**	**1**	**15**
AFRICA - NORTH									
Egypt									
BankAmerica Corp	4	1	0	0	0	0	0	0	5
Bankers Trust New York Corp	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp	0	0	0	0	0	0	1	0	1
Chemical New York Corp	0	0	0	0	0	0	1	0	1
Citicorp	3	0	0	0	0	0	0	0	3
Fleet Financial Group, Inc	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp	1	0	0	0	0	0	1	0	2
Egypt Totals (7 Banks):	**8**	**1**	**0**	**0**	**0**	**0**	**5**	**0**	**14**
Morocco									
BankAmerica Corp	0	1	0	0	0	0	0	0	1
Citicorp	0	2	0	0	0	0	0	0	2
Niger									
Citicorp	0	1	0	0	0	0	0	0	1
Sudan									
Chase Manhattan Corp	0	0	0	0	0	0	1	0	1
Citicorp	1	0	0	0	0	0	0	0	1
Tunisia									
BankAmerica Corp	0	1	0	0	0	0	1	0	2
Bankers Trust New York Corp	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp	0	0	0	0	0	0	1	0	1
Citicorp	1	0	0	0	0	0	1	0	2
Tunisia Totals (4 Banks):	**1**	**1**	**0**	**0**	**0**	**0**	**4**	**0**	**6**
AFRICA									
Cameroon									
Bank of Boston Corp	0	1	0	0	0	0	0	0	1
Chase Manhattan Corp	0	1	0	0	0	0	0	0	1
Gabon									
Citicorp	2	0	0	0	0	0	0	0	2

United States Banking Activities Abroad

Country / Name of Banking Company	Breakdown of Offices by Type: BANK BRANCH	COMMERCIAL BANK SUBSIDIARY	MERCHANT BANK SUBSIDIARY	FINANCE CO. OR LEASING CO.	INVESTMENT CO.	EDGE ACT BANK SUB.	REPRESENTATIVE OFFICE	OTHER OFFICES	TOTAL NUMBER OF OFFICES
Ivory Coast									
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	1	0	0	0	0	0	0	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	2	0	0	0	0	0	0	0	2
Manufacturers Hanover Corp.	1	0	0	0	0	0	0	0	1
Ivory Coast Totals (5 banks):	**4**	**0**	**0**	**0**	**0**	**0**	**2**	**0**	**6**
Kenya									
BankAmerica Corp.	0	1	0	0	0	0	0	0	1
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Chemical New York Corp.	0	0	0	0	0	0	1	0	1
Citicorp	1	0	0	0	0	0	0	0	1
Continental Illinois Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	1	0	1	0	0	0	0	0	2
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Kenya Totals (8 banks):	**2**	**1**	**1**	**0**	**0**	**0**	**5**	**0**	**9**
Liberia									
Citicorp	2	0	0	0	0	0	0	0	2
Malawi									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Mauritus									
Citicorp	1	0	0	0	0	0	0	0	1
Nigeria									
BankAmerica Corp.	1	0	0	0	0	0	0	0	1
Bankers Trust New York Corp.	0	0	0	0	0	0	1	0	1
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Nigeria Totals (3 banks):	**1**	**0**	**0**	**0**	**0**	**0**	**2**	**0**	**3**
Republic of South Africa									
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	2	2	0	0	0	0	0	0	4
NCNB Corp.	0	0	0	0	0	0	1	0	1
Republic of South Africa Totals (3 banks):	**2**	**2**	**0**	**0**	**0**	**0**	**2**	**0**	**6**
Senegal									
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Citicorp	1	0	0	0	0	0	0	0	1
Seychelles									
Citicorp	1	0	0	0	0	0	0	0	1
Zaire									
Citicorp	0	1	0	0	0	0	0	0	1
Zimbabwe									
Bank of Boston Corp.	0	0	0	0	0	0	1	0	1
Citicorp	0	0	0	0	0	1	0	0	1
Zambia									
Citicorp	0	1	0	0	0	0	0	0	1
OTHER COUNTRIES									
Australia									
BankAmerica Corp.	0	0	1	0	0	0	1	0	2
Bankers Trust New York Corp.	0	0	0	1	0	0	0	0	1
Bank of Boston Corp.	0	0	0	7	0	0	2	0	9
Chase Manhattan Corp.	0	0	0	0	0	0	1	0	1
Chemical New York Corp.	0	0	1	0	0	0	1	1	3
Citicorp	0	0	0	0	0	0	6	61	67
Continental Illinois Corp.	1	0	0	0	0	0	0	1	2
CoreStates Financial Corp.	0	0	0	0	0	0	1	0	1
First Chicago Corp.	0	0	2	0	0	0	1	0	3
First Interstate Bancorp.	0	0	0	0	0	0	1	0	1
Irving Bank Corp.	0	0	0	0	0	0	1	0	1
Manufacturers Hanover Corp.	0	0	0	0	0	0	1	0	1
Manufacturers National Corp.	0	0	0	0	1	0	0	0	1
Marine Midland Banks, Inc.	0	0	0	0	0	0	1	0	1
Mellon National Corp.	0	0	0	0	0	0	2	0	2
J.P. Morgan & Co., Inc.	0	0	0	0	0	0	1	0	1
NCNB Corp.	0	0	2	1	0	0	1	0	4
PNC Financial Corp.	0	0	0	0	0	0	1	0	1
Security Pacific Corp.	0	0	1	0	0	0	1	0	2
Wells Fargo & Co.	0	0	0	0	0	0	1	0	1
Australia Totals (20 banks):	**1**	**0**	**7**	**9**	**1**	**0**	**24**	**63**	**105**
New Zealand									
Citicorp	0	0	0	0	0	0	2	2	4

Most American Offices Abroad Are in Europe, Asia

Continued from page 1

companies, 395 representative offices, and 430 other types of offices.

Citicorp, New York, the leader in assets, earnings, and commercial and foreign lending, still has the most overseas offices, despite a decline since 1976.

At yearend 1977, the last time this survey was conducted, Citicorp reported 1,300 offices in 94 countries, down from 1,423 in 1976. For yearend 1982 Citicorp listed 954 offices, accounting for 38.2% of the total number of foreign offices.

The overall presence of U.S. banking companies in Europe dipped more than 10% over the five-year period. A total of 23 banks ended operations in northern European countries such as Belgium, Luxembourg, Switzerland, Denmark, Finland, and the Netherlands. Fifteen banks exited from Austria, France, and Turkey.

Offices were opened in Portugal by Citicorp; BankAmerica Corp., San Francisco; Chase Manhattan Corp., New York, and Manufacturers Hanover Corp., New York.

Five more banking companies moved into Italy, bringing the number of U.S. companies there to 16. Citicorp, which had three branches and a finance company in Italy in 1977, now has 57 offices.

Although Mexico showed little change among the top 100, the U.S. banking presence in Central America declined 36.4% over five years, as 12 banks moved from Central America, three left Nicaragua, and two left El Salvador.

According to the yearend 1977 survey, U.S. banking activity was considered "strong" in the Middle East, and new offices were being opened throughout the African continent.

Since then, the U.S. banking presence has declined 57% in the Middle East/Persian Gulf area and 34.7% in Africa.

In the Middle East, only Bahrain, Jordan, and Yemen had more banks in their countries than in 1977.

Much of the decline was caused by the departure of 15 banks from Iran. Only Chemical New York Corp. keeps a representative office there.

Chase Manhattan, which had 11 offices in the region in 1977, now maintains six, and it no longer has offices in Kuwait or Qatar.

Some Lost All US Banks

In Africa, eight countries lost all their U.S. banking representation. BankAmerica ended its presence in 11 African countries by closing 25 offices. (BankAmerica closed 30 offices in Africa overall.) Though Bank of Boston Corp., Citicorp, and Chase Manhattan opened new offices in five African and North African nations, the number of offices in other countries was either steady or lower.

The top 100 bank holding companies increased their presence in South America by 37.1% since the last survey, as 36 banks entered that continent. Argentina, Brazil, and Chile were the prime countries, although Paraguay and Uruguay also received the attention of U.S. banks.

Nineteen banks entered the Caribbean; the Cayman Islands and Netherlands Antilles were the choice spots. However, with the exception of Canada, the remainder of the Western Hemisphere was not considered an especially attractive place for new ventures.

Overall, there was an modest increase of 8.7% in the U.S. presence in Asia, as 38 banks set up shop there. Korea, Hong Kong, and India gained, respectively, 10, eight and five new banks. The Philippines, Australia, and several Pacific island groups saw a decrease in the number of U.S banks.

Six U.S banks have entered Canada since the 1980 change in the Canadian Bank Act. Several banks that had a Canadian presence at the time of the last survey expanded their number of offices substantially. There are now 22 U.S. banks from the top 100 in Canada.

Expansion in Canada

Citicorp, which had four offices in Canada in 1977, had 23 at yearend 1982. BankAmerica also had four offices in 1977, but it now has seven. Manufacturers Hanover, which didn't have a presence there at the time of the last survey, now has five offices, including a commercial bank subsidiary and four finance companies.

Citicorp, BankAmerica, Continental Illinois Corp., and Comerica Inc. were the first four U.S. banks to be granted charters under the new bank act.

The bank act limits the total assets of foreign banks to 8% of the assets of the Canadian domestic banking network. Foreign banks are also restricted to assets amounting to up to 20 times the capital authorized by their Canadian charter. There are no limits on foreign branching.

Previously, a foreign bank could receive a charter in Canada only through individual acts of Parliament. Under the bank act, which will come under review in 1990, the inspector general of banks processes charter applications and makes recommendations to the minister of finance.

Manufacturers Hanover, BankAmerica, and Citicorp indicated decreases from 1980 to 1982 in the rate of growth of foreign assets. Dimitri Balatsos, vice president and economist at Manufacturers Hanover, says the rate of foreign asset growth will be decreasing in the next few years.

"The pace of (asset) growth has to slow down." Mr. Balatsos said. "The rate of asset growth has been very hectic," with many banks posting increases of 20% to 25% each year, "but with only a capital base growth of 8% to 10%. I believe there will be a rather significant slowdown."

Manufacturers Saw Decline

Manufacturers Hanover, after posting a 32.6% increase in average foreign assets in 1980, saw that asset gain fall to 3.1% in 1981 and showed a flat 0.6% growth in foreign assets in 1982.

Similarly, BankAmerica, after posting gains of 14.5% and 15.9% in 1980 and 1981, saw foreign assets rise 5.2% in 1982. Citicorp saw a gain of 9.9% in 1980, but the growth of foreign assets slowed to 3.3% and 4.5% in the following years.

Despite the flurry of banking activity in South America and the subsequent debt problems, Mr. Balatsos said, "Only 20 cents to 23 cents of the dollar is devoted to the lesser developed countries (LDCs), while 40 cents to 45 cents goes into the industrialized nations. Up to half of our portfolio is devoted to the top 10 countries."

Mr. Balatsos said that although the South American countries "have been borrowing at a frantic pace" and that the Pacific/Asian countries also have a large appetite for borrowing, the industrialized countries will continue to provide the best investment opportunities abroad to banking companies.

"The international market is a very important market, a critical market," he said. "Up to 50% of banks' earnings are devoted to this area. U.S. banks are there to stay, and we will make the most out of our investment."

BankAmerica, with 244 offices in 69 countries, reported 128 offices in 1977, up from 119 the year before and an 83.6% increase in its foreign presence for the past five years.

Chase Manhattan Corp., with 166 foreign offices, placed third, and Bank of Boston Corp. came in fourth with 114 offices. Manufacturers Hanover Corp. ranked fifth with 106 offices.

The top 10 holding companies, by number of foreign offices, accounted for 1,899 of 2,500 offices reported — 76% of the foreign presence. The top 20 accounted for 87.5%.

The traditional centers of foreign banking — New York, Chicago, and California — kept their place, making up 61.5%, 6%, and 15.1%, respectively, and 82.7% collectively, of the total number of foreign offices of the top 100.

The only holding companies in the top 20 but not in one of those three locations were CoreStates Financial Corp., Philadelphia, with 17 offices, and NCNB Corp., Charlotte, N.C., with 15 offices.

Edge Act corporations, which numbered 116 in 1977, totaled 171 in 1982, a 47.4% increase. ■

Definitions of Overseas Bank Units

- **Branch** — Any office with complete banking facilities away from the head office.
- **Commercial bank subsidiary** — A banking corporation that accepts demand deposits subject to check, makes short-term loans to business enterprises, and is at least 50% owned by the parent.
- **Merchant bank subsidiary** — A bank that does not lend out its own funds, but specializes in providing various financial services, such as accepting bills arising from trade; underwriting new issues; and providing advice on acquisitions, mergers, foreign exchange, portfolio management, etc.
- **Finance company** — A company that specializes in the purchase of installment contracts from merchants who sell the merchandise on the installment plan.
- **Leasing company** — An asset-based lending firm in which the lender owns the physical asset to be financed. Generally, longer-term fixed assets are financed by companies through leasing.
- **Investment companies** — A firm that engages in the origination, underwriting, and distribution of new issues.
- **Edge Act corporations** — A subsidiary of a U.S. bank that makes loans, accepts deposits, and provides a wide range of banking services, but all of these must be directly related to foreign or international transactions.
- **Representative office** — An office which does not conduct usual banking business, but funnels clients to the parent.
- **Other** — A catch-all category, which includes such companies as pension trusts, management trusts, and limited trusts, Eurodollar financing companies, consumer finance companies, service corporatioms, currency units, and bankcard centers. ■

1983 Survey Methodology, Problems

For the American Banker's 1983 survey of the foreign activities of the top 100 U.S. bank holding companies, the companies were asked to provide a breakdown of domestic and foreign assets, deposits, earnings, and offices by type.

But many of those queried had a good deal of difficulty with such a project, either because their operations were so diversified that they couldn't use the seven categories for the office breakdown, or because they simply didn't seem to know where and what they had all over the world.

In 1978, the American Banker sent out questionnaires to the top 300 banks. For this year, only the top 100 bank holding companies were queried, and 90 of them reported having foreign offices.

Also, the previous foreign activity surveys included affiliates in which the parent owned less than 50%. Whenever possible, only subsidiaries at least 50% owned were used in this year's survey.

For instance, in the previous surveys of U.S. foreign banking activity, Citicorp listed the offices of Grindlays Bank Plc, London, which is 49% owned by Citicorp. In 1977, Grindlays Bank and its subsidiaries had almost 400 offices throughout Europe, the Middle East, Asia, and Africa. None of those offices are listed in this year's survey.

Citicorp was one of the few companies that filled out the questionnaire completely. For example, Citicorp has a commercial bank subsidiary in Switzerland with four branches. Also, there are three branches of Citibank in the country, so the breakdown of offices reads seven branches and one commercial bank subsidiary.

Accuracy was virtually impossible regarding the several banking companies that did not complete the questionnaire but could not be left out of the survey.

BankAmerica did send, at the last minute, a booklet that listed domestic and foreign offices. Many of those offices were left open to interpretation. The total BankAmerica figure for foreign offices includes affiliates with less than 50% ownership, but does not show all branches.

—Kenneth J. Hicks

Drysdale . . .

Continued from page 3

initial capital of $20.8 million, $15.8 million was cash invested by Heuwetter and $5 million was operating assets and related liabilities invested by Drysdale Securities Corp., the New York Stock Exchange member firm from which it was spun out.

Mr. Morgenthau noted at the news conference that exchange member firms are closely regulated and government bond dealers are not.

He alleged that Mr. Heuwetter, on Jan. 29 and 31, 1982, obtained the $15.8 million cash he put up for the government dealer firm from Drysdale Securities, and on Feb. 1, the first day of business, $12.3 million cash was transferred back to Drysdale Securities.

Bank of America Still Top in Assets, But Citicorp Is Largest Banking Firm

Continued from page 1

Banker's annual survey of world banking, published today. In today's edition, the top 500 commercial banks in the world are ranked by their assets as of Dec. 31, 1982.

In addition, another listing identifies all banking firms — bank holding companies, commercial banks, and savings banks — with assets of $25 billion or more at yearend. In part one of the survey, which appeared in Wednesday's edition, the American Banker ranked the top 500 banks in the world by deposits.

Bank of America had total assets, less contra accounts, of $111.9 billion on Dec. 31, down 1.1% from $113.1 billion a year earlier.

Contra accounts are items such as guarantees and acceptances, which appear on both sides of the balance sheet and do not represent funds available for use by the bank.

Banque Nationale de Paris remained in second place, with assets of $107.9 billion at yearend, compared with assets of $107.8 billion a year earlier.

Citibank NA, New York, Citicorp's lead bank, is now the world's third largest commercial bank, with $101.3 billion in assets — up 3.1% from $98.3 billion a year earlier, when it ranked fourth.

Citicorp's assets rose 7.1% last year to $120.7 billion on Dec. 31, vaulting it past BankAmerica Corp. The California company, with $115.2 billion in assets at yearend, is now the world's second largest banking firm.

Top 10 Commercial Banks

Following BofA, Banque Nationale, and Citibank was Credit Agricole Mutuel, Paris, which fell to fourth place among the world's top commercial banks, with $96.7 billion in assets. That represented a drop of 2.1% from $98.8 billion a year earlier, when it ranked third.

Barclays Bank PLC, London, surpassed Credit Lyonnais, Paris, as the world's fifth largest bank, with assets of $95.1 billion at yearend. Credit Lyonnais ranked sixth, with $95.0 billion.

National Westminster Bank PLC, London, advanced three places to rank seventh in the world, with $87.7 billion in assets, up 5.7% from a year earlier.

Dai-Ichi Kangyo Bank Ltd., Tokyo, maintained its ranking as the eighth largest bank in the world, with assets of $87.2 billion, while Societe Generale, Paris, dropped from seventh to ninth place as its assets fell 4.4% to $84.2 billion.

Fuji Bank Ltd., Tokyo, is the only newcomer to the top 10 banks, advancing three places in rank to 10th, with $84 billion in assets.

Deutsche Bank, Frankfurt, which ranked ninth in last year's listing, dropped to 11th place, with $81.9 billion in assets on Dec. 31.

Other Survey Findings

• Assets of the top 500 banks in the world totaled $6.34 trillion on Dec. 31, 1982, up 1.1% from $6.27 trillion a year earlier.

Who Has the Most Foreign Offices

	Foreign Offices*
Chemical New York Corp.	99
First Chicago Corp.	60
Bankers Trust NY Corp.	58
Continental Illinois Corp.	52
J.P. Morgan & Co. Inc.	49

*Number of foreign offices, including Edge Acts.

• The top 500 banks consisted of 400 foreign banks with $5.29 trillion in assets and 100 U.S. banks with $1.05 trillion in assets. A year earlier, the top 500 consisted of 402 foreign banks with $5.23 trillion in assets and 98 U.S. banks with $1.04 trillion.

• Among the top 100 commercial banks in the world, the largest percentage gain in assets was posted by 69th-ranked Westpac Banking Corp., Sydney, Australia, whose assets rose 40% to $27.7 billion. The gain was attributable to the merger of the Bank of New South Wales, Sydney, and the Commercial Bank of Australia, Melbourne, last October.

• Among the second 100 largest, the 106th-ranked Bank Saderat Iran, Tehran, had the largest percentage gain, as its assets rose 86% to $16.5 billion.

• Among the top 500 commercial banks, the largest percentage declines in assets were recorded by two Mexico City-based banks: the 276th-ranked Bancomer, whose assets fell 74.43% to $4.75 billion, and the 292nd-ranked Banco Nacional de Mexico, whose assets fell 73.11% to $4.6 billion.

Top Gainers in Rank

Among the top 500 banks, 219 improved their ranking from the year before.

Among the top 100 banks in the world, the largest gain in rank was posted by Westpac Banking Corp., Sydney, Australia, which moved up 22 places in rank from 91st place. As mentioned above, the gain was attributable to a merger.

It was followed by Bank Melli Iran, Tehran, which moved up 13 places to rank 72d. Bank Hapoalim, Tel Aviv, Israel, was next, advancing 12 places to 83d.

Among the second 100 largest banks, Arab Banking Corp., Manama, Bahrain, had the largest gain in rank, moving up 103 places to rank 177th.

Bank Saderat Iran, Tehran, was next, moving up 59 places to 106th.

National Commercial Banking Corp. of Australia Ltd., Melbourne, rose 38 places to 104th, with the help of a merger.

Among the third 100 banks, Banco de la Republica Oriental del Uruguay, Montevideo, had the largest gain, advancing 228 places to 266th, with assets of $5 billion.

However, the Uruguayan currency unit, the new peso, fell approximately 60% against the dollar at the beginning of this year — from 8 cents per new peso to approximately 3.2 cents. Had the lower exchange rate been in effect at yearend, the bank's dollar-denominated deposits would have totaled only $2 billion, and the bank would not have ranked among the top 500 banks in the world.

The exchange rate used by the American Banker for the new peso was the nominal New York closing quotation for interbank payments as of the close of business on Dec. 31, quoted by a large New York City bank.

United Mizrahi Bank Ltd., Tel Aviv, Israel, was next, advancing 117 places to 271st; and Land Bank of Taiwan, Taipei, was up 111 places to 250th.

Among the fourth 100 largest, Uniao de Bancos Brasileiros, Rio de Janiero, had the biggest gain in rank, moving up 192 places to 313th.

Banca Catalana, Barcelona, Spain, followed — advancing 173 places to 324th.

Among the fifth 100 banks, Fidelity Union Bank, Newark, N.J., had the biggest gain, moving up 231 places to 437th. It was involved in several large mergers in 1982.

Banco Economico, Salvador, Brazil, was next, advancing 116 places to 477th. ■

American Banker

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Withholding . . .

Continued from page 1

law. Withholding on interest and dividends was previously due to begin next Monday.

The extension was considered essential for House and Senate negotiators, who remained snagged Wednesday on an unrelated amendment concerning the future use of mortgage revenue bonds.

The delay in the start of withholding was the second one granted by the Treasury Department in as many months. Banks, thrifts, and other financial institutions were originally supposed to start withholding July 1, but Treasury postponed the effective date to Aug. 1 when it appeared certain that Congress was on the verge of repealing the measure.

But there will be no more postponements in the start of the law, Treasury Secretary Donald T. Regan said this week in letters to Sen. Robert J. Dole, R-Kan., and Rep. Dan Rostenkowski, D-Ill., who head the two taxwriting committees in the respective branches of Congress.

"If Congress does not act by Aug. 5, it will have to be assumed that no legislation will be immediately forthcoming, and thus no further administrative extension will be warranted," Mr. Regan wrote.

Bank lobbyists and congressional aides believe the administration's apparent decision to support the repeal bill was based on issues other than the actual merits of tax withholding.

They say President Reagan favors tax withholding, but he has decided to support the repeal bill (H.R. 2973) because it includes one of his pet projects — the Caribbean Basin Initiative.

The joint House-Senate conference committee has already decided to include in the repealer various trade aspects of the Caribbean Basin plan. President Reagan said this week that he wants Congress to pass the Caribbean program before the lawmakers begin their customary August recess, which starts a week from Friday.

According to bank lobbyists, Mr. Reagan summoned Sen. Dole to the White House Tuesday afternoon in an effort to break the week-long deadlock in the legislative progress on the repeal.

As of Wednesday afternoon, four senators had still refused to agree to the repeal measure, insisting that the conference committee use the bill to extend the use of tax-exempt mortgage revenue bonds beyond the Dec. 31 expiration date.

Sen. Dole and Rep. Rostenkowski have no intention of allowing such an extension in the use of the bonds because they believe the tax-exempt status of the securities costs the federal government too much.

President Reagan is also hoping the dispute can be resolved because he favors some measures in the repeal bill that were designed to boost taxpayer compliance rates, which the government views as too low.

Furthermore, political observers attribute Mr. Reagan's decision to promote the repeal bill to the widespead protest over the prospect of withholding expressed by millions of letter-writing constituents earlier this year.

The massive antiwithholding campaign was largely instigated by bank lobbies such as the American Bankers Association, which argued that banks would be forced to act as the government's tax collector, at great expense. ■

Texas Commerce . . .

Continued from page 3

has the resources to do so.

Texas Commerce offered to exchange one of its shares for each of the 9.2 million outstanding shares of Texas American.

Also under that proposal, if the value of a Texas Commerce share fell below $50, Texas Commerce would have made up the difference in cash, up to a maximum of $15.

Texas Commerce was trading at midday Wednesday at $42.25 a share, compared with $42.63 a share at the close Tuesday. Texas American has a book, or liquidation, value of $32.38 a share.

Marc J. Shapiro, vice chairman of Texas Commerce, said the company had not yet decided whether to make a new offer.

The Bass family, which owns between 4% and 5% of Texas American's outstanding shares, is believed to want something closer to the price that InterFirst Corp. of Dallas, the state's largest bank holding company, paid for First United Bancorp. Inc., Fort Worth.

When that merger deal was announced, analysts estimated that it represented 180% of First United's book value.

Members of the Bass family could not be reached for comment Wednesday.

However, Mr. Shapiro said InterFirst's stock declined after the Dallas company announced the deal last year. The InterFirst-First United deal — like the spurned Texas Commerce offer — is now worth 150% of book, he said.

If Texas Commerce decides to make another offer, analysts said it is unlikely to go that much higher.

"Our policy is we should not make a merger that would dilute earnings per share of the company over a reasonable time frame," Mr. Shapiro said. ■

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The Only Daily Banking Newspaper

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Financial Corp., First Charter Merger Approved

New Institution Will Become The Nation's Largest Thrift

By GEOFF BROUILLETTE

SAN FRANCISCO — The Federal Home Loan Bank Board has approved the proposed merger between Financial Corporation of America and First Charter Financial Corporation, the largest of its kind in the history of the thrift industry.

In its decision, the Bank Board added four "nonstandard" provisions to its approval. They include three periodic reporting requirements and a net worth requirement.

The Bank Board said:

- The new institution must make periodic reports to a supervisory agent in the San Francisco district bank on one how it is complying with its business plan;
- Report on how the two S&Ls are being integrated into one; and
- Make quarterly reports on the asset-liability structure of the new association.

Net worth — typically 3% of an S&L's last five years of deposits and short-term debts, for the new association will be 4% of unaveraged liabilities. The Bank Board said these restrictions were imposed because the companies' sheer volume of business and the size of the resulting institution mean "additional cushions would be prudent."

In another development, Financial Corp. said it planned to file a lawsuit today against two individuals who were quoted in national publications with

➤➤ Financial: Page 32

Major S&L Conversions to Savings Banks

Bank Rank 6/30/83	Name of Bank / Former S&L Name	S&L Rank 12/31/82
7	Great American Federal Savings Bank, San Diego	
	Great American Federal S&L Assn.	18
21	Transohio Savings Bank, FSB, Cleveland	
	Transohio Savings Assn.	46
24	Pacific First Federal Savings Bank, Tacoma, Wash.	
	Pacific First Federal S&L Assn.	50
28	Far West Federal Bank, Portland, Maine	
	Far West Federal S&L Assn.	65
55	First Federal Savings Bank, Santurce, P.R.	
	First Federal S&L Assn. of Puerto Rico	149
59	State Savings Bank, Columbus, Ohio	
	State Savings Co.	168
63	Capital Savings Bank FA, Olympia, Wash.	
	Capital Savings, FS&LA	172
66	First Federal Savings Bank, Pontiac, Mich.	
	First Federal S&L Assn. of Oakland, Pontiac	164
69	First Federal Savings Bank, Cleveland	
	First Federal S&L Assn.	169
70	Central Federal Savings, FSB, Long Beach, N.Y.	
	Central Federal S&L Assn. of Nassau County	179
80	Womens Federal Savings Bank, Cleveland	
	Womens Federal S&L Assn.	206
81	Fidelity Federal Savings Bank of Fla., W. Palm Bch.	
	Fidelity Federal S&L Assn.	236
86	Home Federal Savings Bank, Queens, New York	
	Home Federal S&L Assn.	240
88	Commonwealth Fed. Savings Bank, Lowell, Mass.	
	Commonwealth Federal S&L Assn.	247
92	First Federal Savings Bank of Colorado, Lakewood	
	First Federal S&L Assn.	275

Savings Bank Ranks Swell

Conversions by S&Ls Alter Midyear Lineup

By L. MICHAEL CACACE

NEW YORK — Fifteen of the top 100 savings banks in the nation at midyear were savings and loan associations just six months earlier.

This underlines the dramatic change taking place in the thrift industry since the enactment of the Depository Institutions Act of 1982, which permitted changes in charter from a savings and loan association to a federal savings bank.

American Banker identifies these changes in its annual survey of the nation's top 100 savings banks in deposits, published today.

The largest savings and loan to convert to a federal savings bank charter under the act was the former Great American Federal Savings and Loan Association, San Diego, Calif., the nation's 18th largest S&L at yearend with $3.2 billion in deposits. It is now Great

➤➤ Savings Banks: Page 31

US, Italy Lead Slight Advance in Savings Bank Deposits

By KENNETH J. HICKS

NEW YORK — Led by gains in the United States and Italy, deposits of the world's top 100 savings banks at yearend 1982 reversed last year's decline with a slight increase.

The American Banker survey indicates that deposits of the top 100 savings banks advanced 2.4%, to $325.1 billion from $317.5 billion. In the yearend 1981 survey, deposits of the top 300 savings banks had declined for the first time since 1973, by 0.9%.

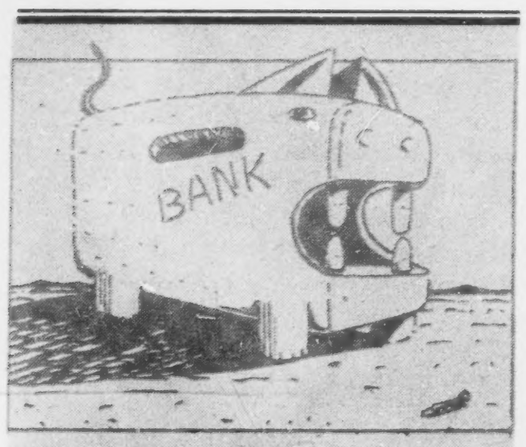
Spurred by merger activity and a generally improved economic atmosphere, the U.S. savings banks in the listing had the largest deposit gain of any country, to $71.2 billion from $62.1 billion a year earlier — a healthy 14.7% advance.

Philadelphia Saving Fund Society, the largest U.S. savings bank, moved into fifth place in the listing. PSFS posted a strong 31.8% gain in deposits, to $8.6 billion from a yearend 1981 level of $6.5 billion.

The U.S. now has PSFS and two

➤➤ World: Page 32

INSIDE



World Savings Banks Review

From the brainchild of a parish "dominie" in 1810, the savings bank has evolved to a point where giant commercial bank-like entities with arrays of consumer services are appearing on the world scene. The story is told in today's feature section. See page.....8

World's 100 largest savings banks.....12
Top 100 savings banks in the U.S.....13
Geographic breakdown of the top 100 U.S. savings banks.....14

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American Banker ranks the World's 100 Largest Savings Banks

AT A GLANCE

Who's Tops?

Deposit Rank 12/31/82		Deposits in U.S. Dollars
1	Cassa di Risparimo delle Provincie Lombarde, Milan	$25,190,007,190
2	Caisse Generale d'Epargne et de Retraite, Brussels	15,525,740,400
3	Banque Cantonale de Zurich	10,043,687,904
4	Commonwealth Savings Bank of Australia, Sydney	9,223,454,215
5	Philadelphia Saving Fund Society	8,618,981,000
6	Goldome Bank for Savings, Buffalo, N.y	7,548,444,000
7	Hamburger Sparkasse, Hamburg	7,402,306,349
8	Zentralsparkasse und Kommerzialbank, Brooklyn	7,268,201,776
9	Dime Savings Bank of New York, Brooklyn	5,545,024,000
10	Caisse d'Epargne de Paris	

100 Largest Savings Banks in the World

In order of Deposits Dec. 31, 1982, Compared with Dec. 31, 1981

Compiled by American Banker Copyright 1983

Deposit Rank 12/31/82			Deposits in U. S. Dollars 12/31/82 (a) Total	Savings and Time	Demand	Total Deposits in $ 12/31/81 (f)	Deposit Gain/Loss %	Deposit Rank 12/31/81
1	Cassa di Risparmio delle Provincie Lombarde, Milan	Italy	25,190,007,190k	11,402,569,977	13,787,437,213	19,936,729,581k	26.35	1
2	Caisse Generale d'Epargne et de Retraite, Brussels	Belgium	15,525,740,400	6,273,063,000	9,252,677,400	17,293,432,662	- 10.22	2
3	Banque Cantonale de Zurich	Switzerland	10,043,687,904	8,945,799,096	1,097,888,808	10,536,607,891	- 4.68	3
4	Commonwealth Savings Bank of Australia, Sydney	Australia	9,223,454,215	9,223,454,215	0	9,479,933,663	- 2.71	4
5	Philadelphia Saving Fund Society	United States	8,618,981,000	N.A.	N.A.	6,539,143,000	31.81	7
6	Goldome Bank for Savings, Buffalo, N.Y.	United States	7,548,444,000	7,498,361,623	50,082,377	3,706,426,790	103.66	35
7	Hamburger Sparkasse, Hamburg	Germany	7,402,306,349	6,507,024,121	895,282,228	7,347,772,619	0.74	5
8	Zentralsparkasse und Kommerzialbank, Wien, Vienna	Austria	7,268,201,776	6,511,865,844	756,335,932	7,121,847,848	2.05	6
9	Dime Savings Bank of New York, Brooklyn	United States	5,545,024,000	N.A.	N.A.	5,117,774,000	8.35	12
10	Caisse d'Epargne de Paris	France	5,542,699,808	5,471,895,513	70,804,295	5,952,468,711	- 6.88	9
11	Metropolitan Savings Bank, Brooklyn, New York	United States	5,300,889,000	N.A.	N.A.	5,114,512,100	3.64	13
12	Cassa di Risparmio di Torino, Turin	Italy	5,142,657,460	2,012,119,780	3,130,537,680	5,267,685,367	- 2.37	11
13	Erste Oesterreichische Spar-Casse, Vienna	Austria	5,129,260,960	5,129,260,960	0	4,913,358,132	4.39	17
14	Caja de Pensiones para la Vejez, Barcelona	Spain	5,005,729,512	1,770,228,936	3,235,500,576	5,560,733,115	- 9.98	10
15	Caixa Geral de Depositos, Lisbon	Portugal	4,889,272,700	3,249,563,600	1,639,709,100	5,058,712,885	- 3.35	15
16	State Savings Bank of Victoria, Melbourne (c,d)	Australia	4,885,958,305	4,365,378,528	520,579,777	5,108,851,387	- 4.36	14
17	Sparkasse der Stadt Berlin West, Berlin	Germany	4,852,032,942	4,172,854,558	679,178,384	4,975,462,262	- 2.48	16
18	Bowery Savings Bank, New York	United States	4,551,362,000	4,514,227,000	37,135,000	4,720,704,000	- 3.59	19
19	Westpac Savings Bank Ltd., Sydney (b)	Australia	4,335,155,370	4,335,155,370	0	3,708,619,068	16.89	34
20	Cassa di Risparmio di Roma, Rome	Italy	4,264,644,019	2,451,916,317	1,812,727,702	4,326,027,942	- 1.42	22
21	Cassa Centrale di Risparmio-Prov., Siciliane, Palermo	Italy	4,120,353,149	1,469,542,220	2,650,810,929	4,039,887,367	1.99	24
22	Stadtsparkasse Koeln, Cologne	Germany	3,943,103,230	3,526,674,340	416,428,890	4,038,068,858	- 2.35	25
23	Centrale Raiffeisenkas van Belgische Boerenbond, Leuven	Belgium	3,817,875,900	3,541,401,900	276,474,000	3,762,832,810	1.46	33
24	Caja de Ahorros y Monte de Piedad de Madrid	Spain	3,812,633,328	1,367,208,612	2,445,424,716	3,957,274,890	- 3.66	27
25	Caisse d'Epargne des Bouches-du-Rhone, Marseille	France	3,560,656,417	3,539,754,948	20,901,469	3,795,805,145	- 6.19	30
26	Nassauische Sparkasse Wiesbaden, Wiesbaden	Germany	3,555,841,145	3,105,599,430	450,241,715	3,901,581,872	- 8.86	28
27	Cassa di Risparmio di Verona, Vicenza & Belluno, Verona	Italy	3,547,118,841	336,545,571	3,210,573,270	3,325,714,735	6.66	38
28	C.O.B.-Caisse d'Epargne Privee, Brussels	Belgium	3,523,434,789	3,284,747,181	238,687,608	3,537,274,425	- 0.39	36
29	Montreal City & District Savings Bank	Canada	3,402,026,642	3,348,477,608	53,549 034	3,288,816,822	3.44	39
30	Kreissparkasse Koeln, Cologne	Germany	3,373,858,793	2,996,987,245	376,871,548	3,390,691,018	- 0.50	37
31	Stadtsparkasse Munchen, Munich	Germany	3,110,079,902	2,742,176,336	367,903,566	3,004,994,661	3.50	44
32	Centrumbank, Amsterdam	Netherlands	3,016,187,820	2,765,323,912	250,863,908	2,869,171,901	5.12	46
33	Howard Savings Bank, Newark, N.J.	United States	2,944,759,000	2,884,869,000	59,890,000	2,775,581,000	6.10	50
34	Luzerner Kantonalbank, Lucerne	Switzerland	2,939,320,586	2,712,358,037	226,962,549	3,781,693,558	- 22.28	31
35	Banque Cantonale de St. Gall	Switzerland	2,908,486,332	2,666,924,600	241,561,732	3,237,841,778	- 10.17	41
36	American Savings Bank, New York	United States	2,875,883,128	2,853,718,468	22,164,660	2,122,026,719	35.53	79
37	Sparekassen SDS, Copenhagen	Denmark	2,872,900,967	1,510,611,422	1,362,289,545	2,527,815,709	13.65	62
38	Emigrant Savings Bank, New York	United States	2,766,593,000	2,738,682,433	27,910,567	2,854,838,000	- 3.09	48
39	Cassa di Risparmio di Firenze, Florence	Italy	2,739,167,645	889,187,985	1,849,979,660	2,714,952,811	0.89	53
40	Cassa di Risparmio di Genova e Imperia, Genoa	Italy	2,637,171,215	1,097,183,886	1,539,987,329	2,601,767,212	1.36	59
41	Thurgauische Kantonalbank, Weinfelden	Switzerland	2,540,845,800	1,848,327,000	692,518,800	2,630,579,292	- 3.41	57
42	Caja de Ahorros y Monte de Piedad de Barcelona	Spain	2,479,915,872	1,184,374,842	1,295,541,030	2,500,528,950	- 0.82	63
43	Dollar Savings Bank, Bronx, New York	United States	2,475,960,033	2,475,960,033	0	2,443,123,804	1.34	65
44	Anchor Savings Bank FSB, Northport, N.Y.	United States	2,418,535,780	2,399,898,256	18,637,524	1,892,960,800	27.76	91
45	Frankfurter Sparkasse von 1822, Frankfurt	Germany	2,403,090,473	2,232,333,145	170,757,328	2,460,015,783	- 2.31	64
46	Basler Kantonalbank, Basle	Switzerland	2,379,706,234	2,033,780,906	345,925,328	2,323,781,860	2.41	70
47	Australia & New Zealand Savings Bank, Ltd., Melbourne (b)	Australia	2,348,480,810	1,170,382,720	1,178,098,090	2,668,184,625	- 11.98	56
48	Stadtsparkasse Hannover, Hanover	Germany	2,344,666,973	2,065,006,436	279,660,537	2,259,471,814	3.77	72
49	Cassa di Risparmio di Padova e Rovigo, Padua	Italy	2,343,676,934	2,343,676,934	0	2,148,619,056	9.08	78
50	Caisse d'Epargne de l'Etat, Luxembourg	Luxembourg	2,308,195,461	1,874,158,108	434,037,353	2,531,328,633	- 8.81	61
51	Basellandschaftliche Kantonalbank, Liestal	Switzerland	2,256,652,005	1,985,677,147	270,974,858	2,440,908,035	- 7.55	66
52	Stadt-Sparkasse Duesseldorf	Germany	2,252,460,501	1,991,055,588	261,404,913	2,344,199,141	- 3.91	69
53	Manhattan Savings Bank, New York	United States	2,202,905,145	2,180,242,233	22,662,912	2,055,495,605	7.17	82
54	Peoples Savings Bank-Bridgeport, Conn.	United States	2,159,966,964	2,107,578,115	52,388,849	1,984,669,975	8.83	88
55	Caisse Hypothecaire Anversoise, Antwerp	Belgium	2,113,943,868	1,430,104,450	683,839,418	2,242,622,140	- 5.74	73
56	Sparkasse in Bremen	Germany	2,096,222,800	1,783,994,800	312,228,000	2,164,147,200	- 3.14	77
57	Washington Mutual Savings Bank, Seattle	United States	2,060,323,000	2,060,323,000	0	1,850,733,862	11.32	95
58	Caisse d'Epargne de Lyon	France	2,032,350,706	2,007,465,168	24,885,538	2,226,769,430	- 8.73	75
59	Sparbanken Stockholm	Sweden	2,025,702,000	1,495,368,000	530,334,000	2,558,649,600	- 20.83	60
60	Williamsburgh Savings Bank, Brooklyn, New York	United States	2,020,967,317	2,000,396,886	20,570,431	2,103,325,391	- 3.92	80
61	Stadtsparkasse Dortmund	Germany	2,013,375,000	1,732,122,000	281,253,000	2,039,601,600	- 1.29	84
62	Stadtsparkasse Essen	Germany	2,012,093,883	1,746,390,161	265,703,722	1,999,837,144	0.61	86
63	Caja de Ahorros y Monte de Piedad de Zaragoza	Spain	1,909,398,859	710,148,499	1,199,250,360	2,084,823,144	- 8.41	81
64	Caja de Ahorros de Valencia	Spain	1,896,454,182	728,929,110	1,167,525,072	1,964,155,293	- 3.45	89
65	Cassa di Risparmio di Calabria e di Lucania, Cosenza	Italy	1,865,709,925	1,169,037,850	696,672,075	1,879,634,000	- 0.74	92
66	Dry Dock Savings Bank, New York	United States	1,837,314,577	1,821,185,113	16,129,464	1,934,142,330	- 5.01	90
67	Society for Savings, Hartford, Conn.	United States	1,782,845,000	1,771,621,000	11,224,000	1,504,956,000	18.46	117
68	Schweizer Verband der Raiffeisenkassen, St. Gall	Switzerland	1,782,342,000	1,366,512,000	415,830,000	1,862,254,980	- 4.29	94
69	Stadtsparkasse Frankfurt am Main	Germany	1,745,033,035	1,601,674,037	143,358,998	1,364,936,746	27.85	138
70	Stadtsparkasse Duisburg	Germany	1,736,617,033	1,550,697,959	185,919,074	1,770,792,188	- 1.93	98
71	Stadtsparkasse Nuernberg	Germany	1,723,474,606	1,513,519,035	209,955,571	1,704,931,949	1.09	105
72	Hudson City Savings Bank, Jersey City, N.J.	United States	1,706,240,543	N.A.	N.A.	1,193,192,573	43.00	163
73	Sparekassen Danmark, Copenhagen	Denmark	1,687,213,230	641,019,982	1,046,193,248	1,726,640,454	- 2.28	104
74	Landessparkasse zu Oldenburg	Germany	1,680,577,535	1,437,110,318	243,467,217	1,743,822,763	- 3.63	101
75	Greater New York Savings Bank, Brooklyn, New York	United States	1,672,280,716	1,655,011,687	17,269,029	1,689,218,752	- 1.00	107
76	Lincoln Savings Bank, Brooklyn, New York	United States	1,666,231,000	1,639,071,766	27,159,234	1,863,627,000	- 10.59	93
77	East River Savings Bank, New York	United States	1,636,108,009	1,633,676,103	2,431,906	1,622,882,991	0.81	109
78	Albany Savings Bank, N.Y.	United States	1,613,449,174	N.A.	N.A.	1,181,337,341	36.58	164
79	Caja de Ahorros de Cataluna, Barcelona	Spain	1,601,729,640	1,356,017,460	245,712,180	1,749,410,174	- 8.44	100
80	Sparkasse Bielefeld	Germany	1,596,043,418	1,392,056,083	203,987,335	1,600,419,888	- 0.27	112
81	National Bank Savings Bank, Ltd., Melbourne (b)	Australia	1,572,830,844	N.A.	N.A.	1,730,980,338	- 9.14	103
82	Kreissparkasse Esslingen-Nuertingen, Esslingen	Germany	1,565,939,921	1,326,807,085	239,132,836	1,293,099,826	21.10	145
83	Cassa di Risparmio in Bologna	Italy	1,557,800,910	661,640,415	896,160,495	1,544,607,575	0.85	116
84	Beneficial Savings Bank, Philadelphia	United States	1,553,719,884	1,553,594,346	125,538	1,564,692,623	- 0.70	113
85	Sparebanken Oslo Akershus, Oslo	Norway	1,525,463,597	1,318,937,796	206,525,801	1,442,387,607	5.76	125
86	Seamen's Bank for Savings, New York	United States	1,520,468,705	N.A.	N.A.	1,627,158,154	- 6.56	108
87	Trustee Savings Bank South East, London	United Kingdom	1,518,573,195	1,278,996,020	239,577,175	1,609,635,510	- 5.66	111
88	Stadtsparkasse Wuppertal, Wuppertal-Elberfeld	Germany	1,445,249,940	1,265,719,457	179,530,483	1,452,013,629	- 0.47	120
89	Aargauische Hypotheken & Handelsbank, Brugg	Switzerland	1,440,241,896	1,266,962,298	173,279,598	1,500,805,509	- 4.04	118
90	Sparkasse Bochum	Germany	1,431,748,104	1,416,411,391	15,336,713	1,432,386,820	- 0.04	127
91	Kreissparkasse Hannover	Germany	1,424,760,668	1,252,776,912	171,983,756	1,221,176,750	16.67	157
92	Trustee Savings Bank North West, Manchester	United Kingdom	1,406,020,615	1,198,341,305	207,679,310	1,557,414,810	- 9.72	115
93	Banque Hypothecaire du Canton de Geneve, Geneva	Switzerland	1,403,058,794	1,269,573,026	133,485,768	1,446,729,192	- 3.02	122
94	Banque Cantonale des Grisons, Coire	Switzerland	1,401,793,320	1,076,623,767	325,169,553	2,204,911,576	- 36.42	76
95	Harlem Savings Bank, New York	United States	1,399,990,532	N.A.	N.A.	1,443,873,001	- 3.04	124
96	Sparkasse Bonn	Germany	1,381,418,259	1,180,067,993	201,350,266	1,408,634,842	- 1.93	131
97	Kreissparkasse Ludwigsburg	Germany	1,371,986,000	1,195,222,000	176,764,000	1,357,552,843	1.06	140
98	Caja de Ahorros y Monte de Piedad Municipal de Bilbao	Spain	1,366,298,892	542,877,804	823,421,088	1,401,189,803	- 2.49	133
99	Sparkasse Krefeld	Germany	1,349,363,526	1,169,000,192	180,363,334	1,449,130,018	- 6.88	121
100	Green Point Savings Bank, Brooklyn, New York	United States	1,347,882,191	1,336,974,114	10,908,077	1,177,242,921	14.49	166

(a)—Or latest fiscal yearend. Unless otherwise noted after name of bank. Latest figures are for fiscal yearend after Sept., 1982. (b)—Data as of Sept., 1982. (c)—Data as of June, 1982. (d)—Latest figures are for date different than previous year. (e)—Figures are for date prior to June, 1982. (f)—Or other date one year prior to latest figures, unless otherwise noted after name of bank. (g)—Based on revised data. Rank that bank would have had if revised data had been available. (h)—Revised. (k)—Includes bonds outstanding. (m)—Rank that bank would have had, if it had been included in the table. N.A.—Not available.

NOTE

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Cover 1, p.11-14, 31-32.

Top 100 Savings Banks in United States

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

Compiled by the American Banker Copyright 1983

Rank 6/30/83		Total Deposits June 30, 1983 $	Total Deposits June 30, 1982 $	Rank June 30, 1982	Gain in Rank	Deposits 12/31/82	Rank Dec. 31, 1982	Gain in Rank	Net Worth 6/30/83	Net Worth to Assets %	Charter Type(e)	Ins. Type(f)
1	Philadelphia Saving Fund Society	9,201,817,000	8,477,340,000	1		8,618,981,000	1		453,470,000	4.24	1	1
2	Goldome Bank for Savings, Buffalo, N.Y.	7,853,640,000	7,109,161,000	2		7,548,444,000	2		349,589,000	3.83	1	1
3	Dime Savings Bank of New York FSB, Brooklyn	6,028,320,000	5,551,000,000	3		5,545,024,000	3		174,252,000	2.70	1	1
4	Metropolitan Savings Bank, Brooklyn, New York	5,707,524,000	5,118,649,524	4		5,300,889,000	4		274,202,000	4.47	1	1
5	Bowery Savings Bank, New York	4,725,520,000	4,631,731,000	5		4,551,362,000	5		91,699,000	1.76	1	1
6	Dollar-Dry Dock Savings Bank, Bronx, New York	4,604,740,000	2,459,169,044	9	+ 3	2,475,960,033	9	+ 3	149,329,000	3.00	1	1
7	Great American Federal Savings Bank, San Diego, Calif.	3,371,971,905	2,845,072,338	...		3,198,394,021	...		163,636,000	3.79	1	2
8	Howard Savings Bank, Newark, N.J.	2,996,141,000	2,879,114,000	6		2,944,759,000	6		131,616,000	3.80	1	1
9	American Savings Bank, New York	2,945,865,000	2,150,930,816	10	+ 1	2,875,883,128	7		142,837,092	4.38	1	1
10	Emigrant Savings Bank, New York	2,839,436,727	2,819,656,280	7		2,766,593,000	8		50,283,877	1.68	1	1
11	Anchor Savings Bank FSB, Northport, N.Y.	2,813,978,564	1,975,109,340	14	+ 3	2,418,535,780	10		131,112,905	3.84	1	2
12	People's Savings Bank-Bridgeport, Conn.	2,604,567,069	2,065,637,053	13	+ 1	2,159,966,964	12		217,018,380	7.37	1	1
13	Manhattan Savings Bank, New York	2,436,578,539	2,138,509,143	11		2,202,905,145	11		173,405,858	6.52	1	1
14	Washington Mutual Savings Bank, Seattle	2,348,770,000	1,846,901,000	16	+ 2	2,060,323,000	13		185,326,000	6.27	2	1
15	Rochester Community Savings Bank, N.Y.	2,273,852,000	1,117,011,899	30	+15	1,143,448,000	28	+ 13	57,974,000	2.28	1	1
16	Williamsburgh Savings Bank, Brooklyn, New York	2,053,126,258	2,085,612,414	12		2,020,967,317	14		41,844,815	1.93	1	1
17	Greater New York Savings Bank, Brooklyn	1,802,790,081	1,664,979,061	19	+ 2	1,672,280,716	18	+ 1	42,482,897	2.30	1	1
18	Society for Savings, Hartford, Conn.	1,770,776,000	1,568,110,000	24	+ 6	1,782,845,000	16		77,235,000	3.68	1	1
19	Hudson City Savings Bank, Jersey City, N.J.	1,738,970,963	1,709,272,086	17		1,706,240,543	17		124,490,075	6.53	1	1
20	Seamen's Bank for Savings, New York	1,738,123,000	1,598,459,167	21	+ 1	1,520,468,705	23	+ 3	42,884,000	2.26	1	1
21	Transohio Savings Bank, FSB, Cleveland	1,728,060,747	1,671,720,046	...		1,623,354,000	...		73,283,458	3.41	2	2
22	Lincoln Savings Bank of Brooklyn, New York	1,727,620,467	1,702,767,000	18		1,666,231,000	19		29,359,137	1.39	1	1
23	East River Savings Bank, New York	1,688,081,801	1,587,481,084	23		1,636,108,009	20		45,493,371	2.55	1	1
24	Pacific First Federal Savings Bank, Tacoma, Wash.	1,635,090,183	1,536,440,927	...		1,526,576,675	...		102,670,847	4.45	2	2
25	Albany Savings Bank, N.Y.	1,623,987,243	1,656,879,092	20		1,613,449,174	21		68,061,328	3.91	1	2
26	Beneficial Savings Bank, Philadelphia	1,561,626,462	1,589,751,644	22		1,553,719,884	22		42,951,786	2.61	1	1
27	Green Point Savings Bank, Brooklyn, New York	1,515,792,730	1,268,636,600	27		1,347,882,191	25		110,837,651	6.68	1	1
28	Far West Federal Bank, Portland, Ore.	1,486,623,377	1,076,969,959	...		1,273,852,351	...		59,954,963	2.98	1	2
29	Apple Bank For Savings, New York	1,468,675,776	1,420,006,000	25		1,399,990,532	24		88,193,960	5.60	1	1
30	Dollar Savings Bank, Pittsburgh	1,316,211,000	1,227,945,000	28		1,268,009,458	27		89,328,000	5.68	1	1
31	Germantown Savings Bank, Bala Cynwyd, Pa.	1,280,113,562	1,300,360,000	26		1,288,157,877	26		34,450,013	2.53	1	1
32	Long Island Savings Bank FSB, Queens, New York	1,188,726,000	1,111,574,576	31		1,128,756,000	29		89,425,000	6.82	1	2
33	Provident Savings Bank, Jersey City, N.J.	1,120,768,019	677,005,318	51	+18	672,092,801	52	+ 19	63,645,500	5.21	1	1
34	Jamaica Savings Bank, Queens, New York	1,116,519,418	1,154,735,537	29		1,123,935,971	30		138,268,501	10.63	1	1
35	Savings Bank of Baltimore	1,115,721,000	1,033,322,000	33		1,076,623,361	32		93,911,000	7.47	1	1
36	East New York Savings Bank, Brooklyn, New York	1,112,932,184	997,909,407	35		1,112,955,241	31		55,936,353	4.66	1	1
37	Mutual Bank FSB, Boston	1,108,194,000	992,042,000	36		1,015,600,000	34		69,196,000	5.79	1	1
38	Peoples Westchester Savings Bank, Tarrytown, N.Y.	1,092,422,668	1,049,548,447	32		1,044,530,052	33		41,018,429	3.56	1	1
39	Boston Five Cents Savings Bank FSB	1,032,776,514	1,021,263,706	34		995,655,076	35		72,874,687	6.18	1	1
40	Independence Savings Bank, Brooklyn, New York	1,013,340,891	944,604,740	38		955,495,839	37		43,137,451	4.00	1	1
41	Onondaga Savings Bank, Syracuse, N.Y.	1,002,606,882	958,719,247	37		957,780,369	36		47,023,373	4.44	1	1
42	Neworld Bank for Savings, Boston	971,944,000	670,149,205	52	+10	660,286,425	53	+ 11	62,504,000	5.61	1	1
43	Syracuse Savings Bank, N.Y.	964,263,087	859,176,303	40		909,338,700	39		48,447,359	4.69	1	1
44	Ridgewood Savings Bank, Queens, New York	930,599,792	784,864,440	44		808,182,299	41		80,889,628	7.89	1	1
45	Hamburg Savings Bank, Brooklyn, New York	877,991,516	659,173,306	55	+10	621,140,872	57	+ 12	49,017,382	5.12	1	1
46	New Haven Savings Bank, Conn.	853,913,263	779,777,308	45		791,085,854	43		68,651,681	7.23	1	1
47	Connecticut Savings Bank, New Haven	837,628,000	796,728,661	43		811,695,430	40		54,209,000	5.88	1	1
48	Provident Institution for Savings, Boston	820,841,000	811,733,000	41		781,052,000	45		59,412,000	5.84	1	1
49	Wilmington Savings Fund Society FSB, Del.	814,154,000	757,009,000	47		798,428,000	42		36,957,000	4.09	1	1
50	Citizens Savings Bank, Providence, R.I.	806,131,713	695,913,090	49		739,322,471	46		81,092,104	8.97	1	1
51	Roosevelt Savings Bank, Brooklyn, New York	805,466,000	809,879,000	42		785,044,000	44		23,796,000	2.70	1	1
52	Morris County Savings Bank, Morristown, N.J.	781,894,523	734,876,711	48		737,305,000	47		27,427,105	3.33	1	1
53	Provident Savings Bank, Baltimore, Md.	713,021,785	668,579,772	53		678,133,959	49		73,389,979	9.06	1	1
54	Eastern Savings Bank, Scarsdale, N.Y.	712,926,866	655,160,031	56	+ 2	656,335,674	54		28,776,088	3.87	1	1
55	First Federal Savings Bank, Santurce, P.R.	706,080,820	697,383,204	...		669,673,000	...		12,687,884	1.12	1	2
56	Banking Center, Waterbury, Conn.	705,795,686	649,857,148	57	+ 1	677,616,189	50		62,918,895	7.68	1	1
57	Queens County Savings Bank, Queens, New York	705,751,626	693,338,651	50		688,277,982	48		40,169,593	5.31	1	1
58	Home & City Savings Bank, Albany, N.Y.	693,884,448	665,605,614	54		673,363,780	51		30,486,823	4.15	1	1
59	State Savings Bank, Columbus, Ohio	693,300,000	590,522,913	...		622 358,000	...		49,526,300	5.56	2	2
60	Roslyn Savings Bank, N.Y.	688,937,415	616,947,116	59		632,576,748	55		54,903,594	7.08	1	1
61	Maine Savings Bank, Portland	666,907,670	497,430,594	71	+10	607,637,873	58		48,492,155	6.62	1	1
62	Monroe Savings Bank FSB, Rochester, N.Y.	652,196,316	580,514,614	60		600,913,546	59		20,196,550	2.90	1	1
63	Capital Savings Bank F.A., Olympia, Wash.	650,382,634	481,923,000	...		609,358,861	...		32,027,348	4.26	1	2
64	Richmond Hill Savings Bank, Queens, New York	644,633,682	624,176,564	58		622,436,510	56		28,666,590	4.15	1	1
65	Binghamton Savings Bank, N.Y.	628,150,077	576,837,094	61		591,354,482	60		34,265,431	5.09	1	1
66	First Federal Savings Bank, Pontiac, Mich.	626,121,218	614,731,618	...		626,492,486	...		34,504,703	4.47	1	2
67	Springfield Institution for Savings, Mass.	613,139,000	523,847,000	65		542,863,000	62		67,736,000	9.41	1	1
68	Mechanics & Farmers Savings Bank, Bridgeport, Conn.	607,660,264	492,624,986	67		583,854,123	61		32,508,410	4.61	1	1
69	First Federal Savings Bank, Cleveland	596,710,934	588,467,904	...		619,536,771	...		33,801,408	4.48	1	2
70	Central Federal Savings, FSB, Long Beach, N.Y.	591,348,182	535,744,990	...		589,910,544	...		6,260,231	0.84	1	2
71	Union Warren Savings Bank, Boston	581,339,000	383,170,943	84	+13	521,605,000	67		34,265,000	5.47	1	3
72	Savings Bank of Utica, N.Y.	568,281,000	535,558,000	62		536,804,000	63		29,608,000	4.73	1	1
73	American Savings Bank, New Britain, Conn.	564,689,890	489,941,581	69		529,321,614	65		48,545,532	7.70	1	1
74	South Boston Savings Bank, Boston	558,228,000	446,126,000	75	+1	473,807,000	72		32,561,000	5.44	1	3
75	Worcester County Inst. for Savings, Worcester, Mass.	550,100,230	504,068,423	66		518,228,542	68		43,563,181	7.24	1	1
76	Staten Island Savings Bank, New York	545,594,871	529,578,682	63		532,470,184	64		37,295,655	6.32	1	1
77	New Brunswick Savings Bank, N.J.	534,759,715	460,159,017	72		494,702,793	69		45,948,842	7.85	1	1
78	Dime Savings Bank of Williamsburgh, Brooklyn, New York	518,077,286	524,451,000	64		527,888,000	66		20,653,336	3.58	1	1
79	Harmonia Savings Bank, Elizabeth, N.J.	496,521,487	490,642,000	68		487,036,066	70		23,882,854	4.54	1	1
80	Womens Federal Savings Bank, Cleveland	495,129,006	504,301,100	...		512,968,859	...		37,654,023	6.54	2	2
81	Fidelity Federal Savings Bank of Florida, West Palm Beach.	492,873,233	441,278,000	...		456,155,020	...		17,902,645	3.29	1	2
82	Orange Savings Bank, Livingston, N.J.	490,601,137	488,260,180	70		481,835,000	71		11,192,459	2.01	1	1
83	Eastern Savings Bank, Lynn, Mass.	483,522,000	433,517,076	78		454,307,527	73		53,291,000	9.79	1	3
84	North Side Savings Bank, Bronx, New York	462,600,000	456,343,227	73		447,208,081	74		30,011,000	6.02	1	1
85	Amoskeag Savings Bank, Manchester, N.H.	454,603,000	427,666,414	79		443,918,062	75		51,509,000	9.92	1	1
86	Home Federal Savings Bank, Queens, New York	453,820,386	445,382,682	...		444,720,520	...		33,693,702	6.19	1	2
87	Mechanics Savings Bank, Hartford, Conn.	448,104,353	411,300,853	80		411,023,008	79		27,153,433	5.43	1	1
88	Commonwealth Federal Savings Bank, Lowell, Mass.	443,265,871	230,687,967	...		429,964,998	...		42,968,580	6.61	2	2
89	Liberty Bank for Savings, Middletown, Conn.	440,265,000	344,224,694	93	+ 4	420,508,038	78		29,422,000	6.07	1	1
90	Poughkeepsie Savings Bank FSB, N.Y.	434,933,306	441,578,823	77		429,434,924	77		37,797,705	7.35	1	1
91	Lincoln Mutual Savings Bank, Spokane, Wash.	424,090,726	391,220,178	82		396,321,645	80		14,493,652	3.21	1	1
92	First Federal Savings Bank of Colorado, Lakewood	420,743,635	372,903,065	...		394,188,074	...		31,053,645	6.14	1	2
93	New Bedford Institution for Savings, Mass.	417,915,000	375,098,000	87		388,970,745	83		37,604,000	7.91	1	1
94	Home Savings Bank, White Plains, N.Y.	415,796,465	384,139,653	83		393,558,157	81		10,853,036	2.50	1	1
95	Burlington Savings Bank, Vt.	404,005,963	372,156,902	88		385,507,951	84		16,877,291	3.82	1	1
96	Perth Amboy Savings Institution, N.J.	400,865,070	392,090,771	81		390,226,319	82		25,141,112	5.81	1	1
97	Riverhead Savings Bank, N.Y.	397,853,935	364,431,128	89		371,888,251	86		12,627,835	2.93	1	1
98	New England Savings Bank, New London, Conn.	395,561,000	345,921,787	92		369,789,899	87		32,068,000	7.37	1	1
99	Woonsocket Institution for Savings, R.I.	392,956,479	326,033,809	97		347,700,000	92		23,684,507	5.50	1	1
100	Peoples Savings Bank, Portland, Me.	390,660,000	251,259,162	117	+17	264,923,905	114	+ 14	25,929,000	5.83	1	1

(b)—Based on revised data. Rank that bank would have had if revised data had been available. (c)—Revised data. (d)—Revised. (e)—Charter Types: 1-Mutual Savings Bank, 2-Stock Savings Bank. (f)—Insurance Types: 1-FDIC-Insured; 2-FSLIC-Insured; 3-State Insured, 4-Noninsured. N.A.—Not Available.

Geographic Breakdown of Top 100 Savings Banks Including a Breakdown of Selected Deposit Accounts

Rank 6/30/83		Total Deposits 6/30/83	SELECTED BREAKDOWN OF DEPOSITS ON 6/30/83 Demand Deposits	NOW Accounts	Money Market Deposit Accounts	Super NOW Accounts	IRA's Accounts
	CALIFORNIA						
7	Great American Federal Savings Bank, San Diego	3,371,971,905	976,120	85,702,432	990,513,846	104,630,592	96,949,454
	COLORADO						
92	First Federal Savings Bank of Colorado, Lakewood	420,743,635	582,377	10,056,420	117,592,373	8,936,670	22,427,787
	CONNECTICUT						
12	People's Savings Bank-Bridgeport	2,604,567,069	64,212,150	8,485,878	656,328,670	4,095,391	75,889,567
18	Society for Savings, Hartford	1,770,776,000	12,643,000	20,356,000	451,200,000	2,875,000	79,682,000
46	New Haven Savings Bank	853,913,263	647,446	22,512,261	172,204,197	1,946,000	27,160,545
47	Connecticut Savings Bank, New Haven	837,628,000	10,812,000	14,853,575	150,476,718	929,673	33,185,000
56	Banking Center, Waterbury	705,795,686	9,267,377	281,687	141,696,240	1,854,579	30,028,856
68	Mechanics & Farmers Savings Bank, Bridgeport	607,660,264	N.A.	N.A.	N.A.	N.A.	N.A.
73	American Savings Bank, New Britain	564,689,890	5,585,156	4,790,070	103,513,513	900,710	30,076,951
87	Mechanics Savings Bank, Hartford	448,104,353	6,960,703	2,393,444	74,439,326	6,677,227	13,313,480
89	Liberty Bank for Savings, Middletown	440,265,000	1,883,000	3,229,000	90,796,000	4,953,000	15,464,000
98	New England Savings Bank, New London	395,561,000	7,808,000	1,692,000	77,263,000	3,039,000	14,624,000
	DELAWARE						
49	Wilmington Savings Fund Society FSB	814,154,000	42,890,602	2,446,173	361,450,234	1,032,218	18,999,007
	FLORIA						
81	Fidelity Federal Savings Bank of Florida, West Palm Beach	492,873,233	0	0	123,253,246	10,669,714	16,537,389
	MAINE						
61	Maine Savings Bank, Portland	666,907,670	11,137,127	18,544,410	152,057,930	84,194	23,310,420
100	Peoples Savings Bank, Portland	390,660,000	3,595,000	0	112,882,000	12,501,000	10,775,000
	MARYLAND						
35	Savings Bank of Baltimore	1,115,721,000	43,027,000	7,313,000	168,770,000	0	3,130,000
53	Provident Savings Bank, Baltimore	713,021,785	15,849,536	4,443,171	52,871,917	4,889,796	11,718,734
	MASSACHUSETTS						
37	Mutual Bank FSB, Boston	1,108,194,000	1,756,703	55,111,949	275,710,373	14,828,896	0
39	Boston Five Cents Savings Bank FSB	1,032,776,514	3,073,426	0	184,856,784	59,546,981	10,570,317
42	Neworld Bank for Savings, Boston	971,944,000	9,309,000	28,926,000	245,507,000	2,972,000	20,749,000
48	Provident Institution for Savings, Boston	820,841,000	0	29,450,000	159,963,000	0	32,848,000
67	Springfield Institution for Savings	613,139,000	3,455,000	14,212,000	66,973,000	1,304,000	19,845,000
71	Union Warren Savings Bank, Boston	581,339,000	82,000	0	166,887,000	16,682,000	15,593,000
74	South Boston Savings Bank, Boston	558,228,000	N.A.	N.A.	N.A.	N.A.	N.A.
75	Worcester County Inst. for Savings, Worcester	550,100,230	N.A.	N.A.	N.A.	N.A.	N.A.
83	Eastern Savings Bank, Lynn	483,522,000	86,000	23,698,000	98,455,000	0	0
88	Commonwealth Federal Savings Bank, Lowell	443,265,871	336,397,256	31,213,229	68,398,837	695,601	6,560,948
93	New Bedford Institution for Savings	417,915,000	100,000	9,013,598	88,140,337	450,909	10,449,000
	MICHIGAN						
66	First Federal Savings Bank, Pontiac	626,121,218	373,840	10,245,423	84,644,432	2,277,776	17,832,577
	NEW HAMPSHIRE						
85	Amoskeag Savings Bank, Manchester	454,603,000	2,378,000	13,615,000	74,655,000	560,000	19,052,000
	NEW JERSEY						
8	Howard Savings Bank, Newark	2,996,141,000	55,109,000	30,451,000	380,533,000	5,989,000	133,385,000
19	Hudson City Savings Bank, Jersey City	1,738,970,963	58,681,494	0	427,872,038	13,418,359	53,054,874
33	Provident Savings Bank, Jersey City	1,120,768,019	36,197,288	9,593,065	172,849,525	5,817,741	23,415,256
52	Morris County Savings Bank, Morristown	781,894,523	26,316,484	2,851,431	144,250,712	15,969,896	26,998,000
77	New Brunswick Savings Bank	554,759,715	2,188,736	11,231,619	123,038,668	858,198	14,874,322
79	Harmonia Savings Bank, Elizabeth	496,521,487	N.A.	N.A.	N.A.	N.A.	N.A.
82	Orange Savings Bank, Livingston	490,601,137	12,017,031	0	73,166,494	4,783,283	14,268,681
96	Perth Amboy Savings Institution	400,865,070	19,041,792	0	30,777,004	0	14,098,000
	NEW YORK						
2	Goldome Bank for Savings, Buffalo	7,853,640,000	N.A.	N.A.	N.A.	N.A.	N.A.
3	Dime Savings Bank of New York FSB, Brooklyn	6,028,320,000	49,270,000	36,752,000	1,140,311,000	41,102,000	269,242,000
4	Metropolitan Savings Bank, Brooklyn, New York	5,707,524,000	85,516,000	19,863,000	2,202,247,000	14,382,000	298,048,000
5	Bowery Savings Bank, New York	4,725,520,000	52,100,000	8,717,000	845,524,000	5,313,000	343,965,000
6	Dollar-Dry Dock Savings Bank, Bronx, New York	4,604,740,000	1,366,000	0	1,099,993,000	73,902,000	222,200,000
9	American Savings Bank, New York	2,945,865,000	0	0	786,704,070	56,844,000	112,597,000
10	Emigrant Savings Bank, New York	2,839,436,727	24,868,162	7,008,188	547,290,410	19,544,991	172,654,000
11	Anchor Savings Bank FSB, Northport	2,813,978,564	18,572,122	0	601,908,508	26,761,894	90,605,358
13	Manhattan Savings Bank, New York	2,436,578,539	21,242,854	1,573,284	543,497,670	2,991,590	151,856,000
15	Rochester Community Savings Bank	2,273,052,000	0	54,717,000	418,498,000	1,331,000	108,140,000
16	Williamsburgh Savings Bank, Brooklyn, New York	2,053,126,258	21,306,676	4,440,853	485,867	0	90,558
17	Greater New York Savings Bank, Brooklyn	1,802,790,081	17,826,056	7,926,641	438,021,998	4,098,150	55,796,863
20	Seamen's Bank for Savings, New York	1,738,123,000	11,204,000	940,000	468,926,000	846,000	107,456,000
22	Lincoln Savings Bank of Brooklyn, New York	1,727,620,467	28,121,247	7,926,180	263,064,936	0	83,939,441
23	East River Savings Bank, New York	1,688,081,801	1,985,065	30,441,155	483,422,864	5,438,654	89,633,758
25	Albany Savings Bank	1,623,987,243	1,890,908	37,519,554	196,795,468	3,671,500	43,784,027
27	Green Point Savings Bank, Brooklyn, New York	1,515,792,730	10,631,110	7,918,465	247,650,855	3,432,292	N.A.
29	Apple Bank For Savings, New York	1,468,675,776	9,638,497	16,602,759	348,155,741	0	47,080,911
32	Long Island Savings Bank FSB, Queens, New York	1,188,726,000	13,008,000	5,775,000	218,248,000	1,353,000	53,909,000
34	Jamaica Savings Bank, Queens, New York	1,116,519,418	11,380,414	7,692,287	102,342,786	3,251,715	42,754,813
36	East New York Savings Bank, Brooklyn, New York	1,112,932,184	0	15,245,190	307,864,921	0	61,321,275
38	Peoples Westchester Savings Bank, Tarrytown	1,092,422,668	25,311,064	7,344,901	223,637,013	2,133,074	53,903,076
40	Independence Savings Bank, Brooklyn, New York	1,013,340,891	8,951,515	21,996,324	243,319,251	2,384,217	57,453,606
41	Onondaga Savings Bank, Syracuse	1,002,606,882	5,396,081	12,997,935	147,865,489	11,355,117	50,769,643
43	Syracuse Savings Bank	964,263,087	11,575,451	1,902,456	142,095,904	1,738,463	41,442,263
44	Ridgewood Savings Bank, Queens, New York	930,599,792	N.A.	N.A.	N.A.	N.A.	N.A.
45	Hamburg Savings Bank, Brooklyn, New York	877,991,516	8,901,052	9,461,511	133,997,257	0	7,821,000
51	Roosevelt Savings Bank, Brooklyn, New York	805,466,000	13,585,000	3,297,000	174,828,000	0	36,489,000
54	Eastern Savings Bank, Scarsdale	712,926,866	N.A.	N.A.	N.A.	N.A.	N.A.
57	Queens County Savings Bank, Queens, New York	705,751,626	7,909,789	1,164,836	124,619,339	197,244	24,727,157
58	Home & City Savings Bank, Albany	693,884,448	631,367	14,077,715	122,087,050	1,423,682	18,972,160
60	Roslyn Savings Bank	688,937,415	8,114,666	483,918	217,237,671	0	40,131,557
62	Monroe Savings Bank FSB, Rochester	652,196,316	9,429,280	5,742,253	99,013,697	88,491	27,082,980
64	Richmond Hill Savings Bank, Queens, New York	644,633,682	11,033,321	175,340	117,027,084	384,434	17,465,810
65	Binghamton Savings Bank	628,150,077	12,639,265	3,177,265	164,538,316	241,438	25,663,827
70	Central Federal Savings, FSB, Long Beach	591,348,182	760,935	10,285,210	168,070,826	0	30,521,470
72	Savings Bank of Utica	568,281,000	4,070,000	3,285,000	66,008,000	0	5,786,000
76	Staten Island Savings Bank, New York	545,594,871	10,744,760	1,652,825	91,133,150	475,954	21,356,144
78	Dime Savings Bank of Williamsburgh, Brooklyn, New York	518,077,286	8,414,477	2,271,154	125,093,992	657,215	13,295,493
84	North Side Savings Bank, Bronx, New York	462,600,000	7,220,000	6,960,000	60,000,000	260,000	15,000,000
86	Home Federal Savings Bank, Queens, New York	453,820,386	0	N.A.	29,232,405	N.A.	N.A.
90	Poughkeepsie Savings Bank FSB	434,933,306	N.A.	N.A.	N.A.	N.A.	N.A.
94	Home Savings Bank, White Plains	415,796,465	6,440,060	0	128,585,339	110,421	22,647,487
97	Riverhead Savings Bank	397,853,935	10,312,611	536,897	92,534,063	0	N.A.
	OHIO						
21	Transohio Savings Bank, FSB, Cleveland	1,728,060,747	0	25,501,000	270,489,000	11,650,000	68,912,000
59	State Savings Bank, Columbus	693,300,000	0	10,750,000	178,600,000	1,700,000	40,000,000
69	First Federal Savings Bank, Cleveland	596,710,934	0	3,610,639	79,944,881	9,726,105	29,609,668
80	Womens Federal Savings Bank, Cleveland	495,129,006	0	6,523,780	83,013,864	196,562	17,130,722
	OREGON						
28	Far West Federal Bank, Portland	1,486,623,377	0	41,444,806	358,990,985	44,673,624	68,809,839
	PENNSYLVANIA						
1	Philadelphia Saving Fund Society	9,201,817,000	72,470,000	72,091,000	1,029,572,000	10,372,000	185,154,000
26	Beneficial Savings Bank, Philadelphia	1,561,626,462	290,627	9,855,389	219,020,798	2,326,727	49,247,993
30	Dollar Savings Bank, Pittsburgh	1,316,211,000	25,744,000	15,842,000	270,778,000	2,167,000	53,745,000
31	Germantown Savings Bank, Bala Cynwyd	1,280,113,562	4,859,844	39,829,161	195,225,771	8,009,470	32,900,339
	PUERTO RICO						
55	First Federal Savings Bank, Santurce	706,080,820	0	14,775,437	148,589,894	68,375,846	0
	RHODE ISLAND						
50	Citizens Savings Bank, Providence	806,131,713	0	0	203,661,969	0	37,815,756
99	Woonsocket Institution for Savings	392,956,479	0	0	96,792,235	0	16,406,523
	VERMONT						
95	Burlington Savings Bank	404,005,963	10,405,631	1,714,492	53,941,372	1,455,991	12,814,728
	WASHINGTON						
14	Washington Mutual Savings Bank, Seattle	2,348,770,000	0	54,532,000	877,868,000	0	90,165,000
24	Pacific First Federal Savings Bank, Tacoma	1,635,090,183	0	36,880,071	358,677,703	0	85,161,468
63	Capital Savings Bank F.A., Olympia	650,382,634	0	13,496,811	198,550,495	2,213,991	8,303,412
91	Lincoln Mutual Savings Bank, Spokane	424,090,726	11,790,002	0	92,425,459	245,942	364,083

Savings Banks . . .

Continued from page 1

American Federal Savings Bank, the nation's fourth largest savings bank with deposits of $3.4 billion on June 30.

(A listing of all 15 banks that converted from S&Ls accompanies this story.)

The charter conversions do not give S&Ls much in the way of new powers or different regulations. However, they give S&Ls something that many have long wanted — the inclusion of the word "bank" in their names.

According to data from the Federal Home Loan Bank Board, 91 savings and loans converted to federal savings banks over the first half of 1983. On March 10, American Banker reported that 20 S&Ls had converted and 30 applications were pending.

Because of the rapid speed at which these conversions are occurring, American Banker cannot be sure that it has identified all of the major conversions that would have an impact on the listing of the top 100 savings banks. At the time of this writing, more than 100 savings and loan associations that ranked among the top 300 S&Ls in the nation at yearend have not reported their midyear data to American Banker for the listing of the top 300 S&Ls, scheduled for publication on Aug. 12. Some of these may have converted to savings banks and could have ranked among the top 100 savings banks.

New Features

In addition to the changes brought about by charter conversions, American Banker has revised its tabular presentation of the top 100 savings banks in deposit order that appears on page 13 and the geographic breakdown of the top 100, appearing on page 14.

• In the listing by deposits, the net worth of each bank is shown as of June 30, and the ratio of net worth to total assets at midyear is also shown. Basically, net worth is retained earnings plus reserves against possible losses. In some cases, net worth also includes noncash assistance from federal regulators.

Net worth requirements vary among regulators, but in general, a 3% ratio of net worth to total assets is considered an adequate cushion against losses. Among the top 100 savings banks, the ratio ranged from a high of 10.63% for 34th-ranked Jamaica Savings Bank, Lynbrook, N.Y., to a low of 0.84% for 70th-ranked Central Federal Savings FSB, Long Beach, N.Y.

• Another new feature in the listing is the charter-type identification of the bank to determine if it is a mutual savings bank or a stock savings bank. If the bank is a mutual, a "1" appears in the charter-type column, and a "2" signifies a stock savings bank. Among the top 100, 94 are mutuals and six are stock savings banks.

The largest stock savings bank is 14th-ranked Washington Mutual Savings Bank, Seattle.

• Also, the listing by deposits now includes an insurer of deposits column: A code of "1" indicates that the bank is FDIC-insured; "2" denotes it is FSLIC-insured; "3" indicates it is state-insured, and "4" that it is noninsured. Among the top 100, 79 banks are FDIC-insured, 18 are FSLIC-insured, and three are state-insured.

• The geographic breakdown of the top 100 savings banks in deposits also shows a selected breakdown of deposits into five categories: demand deposit checking; NOW accounts, excluding money market deposit accounts and Super NOW accounts; the new money market deposit accounts introduced last December; the new Super NOW accounts introduced last January; and the new individual retirement accounts, excluding Keough Plan accounts.

The bank with the highest percentage of MMDA deposits to total deposits is 49th-ranked Wilmington Savings Fund Society FSB, Del., with 44.4% of its total deposits in MMDAs.

The bank with the highest percentage of Super NOWs to total deposits is 100th-ranked Peoples Savings Bank, Portland, Maine, with 3.2%.

And the fifth-ranked Bowery Savings Bank, New York, with 7.3% of its total deposits in the new IRA accounts, had the highest ratio of IRAs to total deposits.

Top Savings Banks

Philadelphia Saving Fund Society retained its position as the nation's top savings bank with $9.2 billion in deposits at midyear, up 8.2% from a year earlier.

Goldome Bank for Savings, Buffalo, N.Y., remained in second place with $7.9 billion in deposits, up 11.3% from a year earlier. The data for Goldome are not consolidated to include its holdings of two savings and loan associations.

In third place is Dime Savings Bank of New York FSB, Brooklyn, with $6 billion in deposits. Metropolitan Savings Bank, Brooklyn, N.Y., remained in fourth place with deposits of $5.7 billion at midyear.

Bowery Savings Bank, New York, remained in fifth place with deposits of $4.7 billion.

Mergers

There were several significant mergers involving the top 100 savings banks over the first half of 1983.

The largest and most significant was the merger of Dry Dock Savings Bank, New York, the 15th largest savings bank withP$1,8 billion in deposits on Dec. 31, 1982, into Dollar Savings Bank, Bronx, N.Y. The merger last February formed Dollar-Dry Dock Savings Bank, ranked sixth at midyear with $4.6 billion in deposits.

This was the first voluntary but financially assisted merger arranged by the FDIC.

On June 30, two Rochester, N.Y., savings banks merged to form the 15th largest savings bank in the nation, the $2.3 billion-deposit Rochester Community Savings Bank. The merger involved Community Savings Bank, which ranked 28th at yearend 1982 with $1.1 billion in deposits, and Rochester Savings Bank, which ranked 38th on Dec. 31, with deposits of $953 million. The banks merged under Community's charter.

In February, 33d-ranked Provident Savings Bank, Jersey City, N.J., acquired the $431 million-deposit Bloomfield Savings Bank, also in New Jersey. Bloomfield Savings ranked 76th among the top 100 savings banks at yearend.

The 43d-ranked Neworld Bank for Savings, Boston, acquired the $259 million-asset Bass River Savings Bank, South Yarmouth, Mass., on Jan. 1.

The 45th-ranked Hamburg Savings Bank, Brooklyn, N.Y., acquired the $211 million-asset College Point Savings Bank, Bayside, N.Y., at the close of business last Feb. 28th.

Finally, Portland Savings Bank, Maine, acquired the $91 million-asset Peoples Savings Bank, Portland, on March 25. Portland Savings then changed its name to Peoples Savings Bank, which ranked 100th at midyear. ■

American Banker

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To Our Readers

The American Banker would appreciate your comments on the "100 Largest Savings Banks in the World" and "100 Largest Savings Banks in the U.S." statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

_____

_____

2. What do you think is **best** about this tabulation?

_____

_____

3. What do you **like least** about this tabulation?

_____

_____

4. How would you **change** this tabulation to make it more useful?

_____

_____

5. Who else in your company, by title, would find this tabulation useful?

_____

_____

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

LEGAL ADVERTISING

Bank Call Notice

Charter No. 1461 National Bank Region No. 2
REPORT OF CONDITION
CONSOLIDATING DOMESTIC AND FOREIGN SUBSIDIARIES OF

Citibank, N. A.

of New York in the State of New York, at the close of business on June 30, 1983, published in response to call made by Comptroller of the Currency, under Title 12, United States Code, Section 161.

ASSETS

	Thousands of dollars
Cash and due from depository institutions	$14,603,000
U.S. Treasury securities	1,037,000
Obligations of other U.S. Government agencies and corporations	667,000
Obligations of States and political subdivisions in the United States	643,000
Other bonds, notes, and debentures	1,697,000
Federal Reserve stock and corporate stock	163,000
Trading account securities	3,034,000
Federal funds sold and securities purchased under agreements to resell in domestic offices of the bank and of its Edge and Agreement subsidiaries	3,873,000
Loans, Total (excluding unearned income) $69,631,000	
Less: Allowance for possible loan losses 552,000	
Loans, Net	69,079,000
Lease financing receivables	1,387,000
Bank premises, furniture and fixtures, and other assets representing bank premises	1,326,000
Real estate owned other than bank premises	173,000
Investments in unconsolidated subsidiaries and associated companies	378,000
Customers' liability to this bank on acceptances outstanding	8,214,000
Other assets	3,343,000
TOTAL ASSETS	$109,617,000

LIABILITIES

Demand deposits of individuals, partnerships, and corporations	$ 6,044,000
Time and savings deposits of individuals, partnerships, and corporations	14,980,000
Deposits of United States Government	17,000
Deposits of States and political subdivisions in the United States	530,000
Deposits of foreign governments and official institutions	1,609,000
Deposits of commercial banks	2,768,000
Certified and officers' checks	408,000
TOTAL DEPOSITS IN DOMESTIC OFFICES	$26,356,000
Total demand deposits $8,097,000	
Total time and savings deposits 18,259,000	
TOTAL DEPOSITS IN FOREIGN OFFICES AND EDGE AND AGREEMENT SUBSIDIARIES	$49,183,000
TOTAL DEPOSITS	$75,539,000
Federal funds purchased and securities sold under agreements to repurchase in domestic offices of the bank and of its Edge and Agreement subsidiaries	8,520,000
Interest-bearing demand notes (note balances) issued to the U.S. Treasury	600,000
Other liabilities for borrowed money	6,104,000
Mortgage indebtedness and liability for capitalized leases	8,000
Bank's liability on acceptances executed and outstanding	8,256,000
Other liabilities	4,876,000
TOTAL LIABILITIES	$103,903,000

EQUITY CAPITAL

Common stock (par value)	$ 751,000
a. No. shares authorized 40,000,000	
b. No. shares outstanding 37,534,553	
Surplus	1,070,000
Undivided profits	3,893,000
TOTAL EQUITY CAPITAL	$ 5,714,000
TOTAL LIABILITIES AND EQUITY CAPITAL	$109,617,000

MEMORANDA

Amounts outstanding as of report date:	
Standby letters of credit:	
Standby letters of credit, total	$16,655,000
to U.S. addressees (domicile) $7,962,000	
to non-U.S. addressees (domicile) 8,693,000	
Amount of standby letters of credit conveyed to others through participations	$ 699,000
Time certificates of deposit in denominations of $100,000 or more in domestic offices	$ 3,745,000
Other time deposits in amounts of $100,000 or more in domestic offices	$ 4,791,000
Customers' liability on acceptances outstanding, total	$ 8,214,000
U.S. addressees (domicile) $1,533,000	
Non-U.S. addressees (domicile) 6,681,000	
Average for calendar month ending with report date:	
Cash and due from depository institutions	$13,805,000
Federal funds sold and securities purchased under agreements to resell in domestic offices of the bank and of its Edge and Agreement subsidiaries	$ 3,216,000
Total loans	$69,519,000
Time certificates of deposit in denominations of $100,000 or more in domestic offices	$ 3,781,000
Total deposits	$73,841,000
Federal funds purchased and securities sold under agreements to repurchase in domestic offices of the bank and of its Edge and Agreement subsidiaries	$ 8,031,000
Other liabilities for borrowed money	$ 5,764,000
Total assets	$107,692,000

I, Thomas E. Jones, Senior Vice President of the above-named bank do hereby declare that this Report of Condition is true and correct to the best of my knowledge and belief.

THOMAS E. JONES

We, the undersigned directors, attest the correctness of this Report of Condition. We declare that it has been examined by us, and to the best of our knowledge and belief is true and correct.

WALTER B. WRISTON
THOMAS C. THEOBALD
PAUL H. KOLTERJAHN
} Directors

Warns S&Ls On Pitfalls Of Swapping Mortgages For Securities

By LAURA L. MULCAHY

WASHINGTON — Many institutions that have swapped their mortgages for mortgage securities have done so for the wrong reasons, according to Mary A. Fruscello, a vice president of Barrentine Lott & Associates Inc., a consulting firm based in McLean, Va.

Ms. Fruscello spoke Thursday at a seminar sponsored by Barrentine Lott, which advises clients in the mortgage finance industry.

"The pressure to swap and the huge volume of activity have created an atmosphere where many managers are reluctant to admit that they haven't done any swaps," Ms. Fruscello said. "Unless an institution has identified profitable uses for mortgage securities, not swapping may be a wiser financial decision."

She said some institutions have swapped to increase their liquidity without regard to their big financial pictures, and many have done so "to be like everyone else."

Swaps — exchanging a pool of mortgages for a like amount of mortgage pass-through securities — should be used only as part of an overall financial strategy, Ms. Fruscello said.

Swaps have been around since late 1981, when they were introduced on a broad scale by the Federal Home Loan Mortgage Corp. and the Federal National Mortgage Association. Since then, the program has burgeoned, Freddie Mac's swap volume has reached $60 billion, and Fannie Mae's total commitments have amounted to $22.5 billion.

Swaps are a way of converting mortgages to securities. They allow one asset to be exchanged for another which can be sold, used to collateralize borrowings, or increase liquidity.

The ability to swap has put thrifts into the securities business "without necessarily giving them the expertise" they need, Ms. Fruscello said.

"Converting mortgages to securities is not the same thing as changing a $5 bill into five $1 bills," she said. "Swapping is part of a financial process, it is not a means, in and of itself. It requires planning."

In addition to defining the role mortgage securities will play in an overall strategy, Ms. Fruscello outlined other key points management should be aware of before deciding to swap:

- Specific uses for the securities.
- The volume of securities that could be used effectively.
- A knowledge of the securities business.
- Whether to swap with Fannie Mae or Freddie Mac or both.
- How the securities will be sold and how much price protection will be needed and used.

"If you are not prepared in advance, you simply don't get it done," Ms. Fruscello said. And if "you get cold feet" about a deal, it is harder to renegotiate than in the "gentleman's" world of the thrift industry.

Ms. Fruscello cited certain minimal internal capabilities an institution needs to be in the mortgage securities business. Although mortgage lenders are used to making decisions by committee, every institution must have one person to close securities deals. This individual and the overall investment policy of the institution should be closely monitored.

And, institutions should develop "the shortest possible response time that is consistent with prudent controls" in its securities area, she said.

Finally, management of that area should develop close contacts with people in securities firms, investment houses, commercial banks, and the mortgage and secondary markets as a way to gather and check information, Ms. Fruscello said. ■

World . . .

Continued from page 1

other savings banks in the top 10. Goldome Bank for Savings, Buffalo, N.Y., and Dime Savings Bank of New York FSB entered that group this year.

Cassa di Risparmio delle Provincie Lombarde, Milan, Italy, maintained its position as the largest savings bank in the world. The bank had a 26.4% increase in deposits to $25.2 billion, from 1981's $19.9 billion. This occurred despite a 13.5% decrease in the value of the lire against the dollar.

Nearly $10 billion behind, Caisse Generale d'Epargne et de Retraite, Brussels, Belgium, placed second in the ranking. Caisse Generale's deposits fell 10.2% to $15.5 billion, from $17.3 billion. The Belgian franc dropped 14.2% against the U.S. dollar.

Third-ranked Banque Cantonale de Zurich, Switzerland, also showed a decline in deposits to $10 billion for yearend 1982, down 4.7% from $10.5 billion. The Swiss franc fell 11% against the dollar.

Placing fourth in the rankings was Commonwealth Savings Bank of Australia, Sydney, with total deposits of $9.2 billion, down 2.7% from $9.5 billion. The Australian dollar fell 13% against the U.S. dollar. The top four places in the survey remained unchanged from last year.

Of the 100 savings banks surveyed, 41 posted gains in deposits. Of those, 16 of the 25 U.S. banks are included, 7 of the 10 Italian savings banks, and 9 of the 24 German banks.

The deposits of savings banks in Italy increased 11.4% to $53.4 billion, from $47.9 billion. Antonio Delpozzo, a spokesman in the New York representative office of Cassa di Risparmio di Firenze, Florence, attributed the increase in deposits to the "upward trends" in Italy, citing industrial production and the savings rate.

Dollars' Strength a Factor

Mr. Delpozzo also said that the Italian savings banks are "strictly tied" to the most healthy segment of industry and are concentrated in the various industrial regions of the country. He said the high technology industry is one area that can account for the strength of the Italian savings banks.

Other countries did not fare as well as Italy. Most had declines caused, at least in part, by the continued strength of the dollar.

Germany, with the second highest representation in the survey, 24 savings banks, showed flat deposit growth of only 0.2%, to $57.8 billion from $57.7 billion.

The 10 Swiss banks in the survey posted a 9% decrease, to $29.1 billion from $32 billion. Deposits at the seven Spanish savings banks stood at $18.1 billion, down 6% from $19.2 billion in 1981.

In the past, the survey of the world's savings banks ranked the top 300. However, since the Japanese savings banks, or "sogo banks," were granted commercial banking powers in 1982, their exclusion made a larger listing unfeasible. In an effort to achieve accuracy, only the top 100 were listed.

As stated above, merger activity helped swell the deposits of U.S. savings banks. Goldome had the highest percentage gain with a 103.7% increase to $7.5 billion, from $3.7 billion. Goldome was sixth in the rankings.

The next largest increase was at Hudson City Savings Bank, Jersey City, N.J., with a hefty 43% boost in deposits to $1.7 billion, from $1.2 billion.

Hudson City was followed by Albany Savings Bank, Albany, N.Y., with a 36.6% increase to $1.6 billion; American Savings Bank, New York, with a 35.5% gain to $2.9 billion; and PSFS, with a 31.8% increase. ■

Financial . . .

Continued from page 1

statements charging some of its officers with wrongdoing.

The merger, when completed, would make the surviving institution the largest thrift in the nation, with assets of more than $20 billion. It will combine Financial's subsidiary, State Savings and Loan Association, Stockton, Calif., with First Charter's subsidiary, American Savings and Loan Association, Los Angeles.

Articles have appeared recently in the Wall Street Journal and the New York Times describing lawsuits against Financial Corp. by two former employees. The latest article appeared in the Times on Thursday. Financial's chairman, Charles Knapp, said in a telephone interview, the holding company was so angered that it was filing a suit today against the individuals quoted, and who had earlier filed suits of their own against the firm.

The organization's chief legal counsel, Mark Dodge, later confirmed this would take place. Charges will be filed against two former officers, Stanley Henderson, who had been chief of security for State Savings, and Michael Coffey, who had been a construction loan officer. Both have filed charges of fraud, kickbacks, and misappropriation of company funds by officials of State Savings in Los Angeles.

The holding company and its S&L subsidiary, in turn, will sue the two on charges of intentionally interfering with the company's business, with libel, and with conspiracy.

Reached by telephone Thursday, Financial's Mr. Knapp said he was "displeased" with that morning's New York Times article, which he felt dwelled too much on what he described as "small lawsuits of little consequence."

He described the article and its comments from the two former officers as "discouraging" and an attempt to "impune the integrity" of the thrift company.

He admitted that, in an organization as large as Financial Corp. of America, there were bound to have been errors made along the line, but said the charges made by Mr. Henderson and Mr. Coffey were without foundation. He said it was "beneath my dignity" to discuss the specific allegations in the Times article.

The charges made in the suits by Mssrs. Henderson and Coffey relate primarily to State Savings, and to its president, J. Foster Fluetsch. They charge that State, in 1980 and 1981, accounted for construction loans in a way that substantially inflated Financial's profits, and that Mr. Fluetsch misappropriated company funds for personal entertainment and home improvements. ■

Kentucky BHC Approved

ST. LOUIS — The Federal Reserve Bank of St. Louis has approved the application by Danville Bancorp Inc., Danville, Ky., to become a bank holding company by acquiring Citizens National Bank of Danville. ■

'Sogo' Figures Would Up Totals

NEW YORK — Last year, 24 Japanese savings banks, or "sogo banks," ranked in the top 100 world savings banks, based on yearend 1981 deposits. They are no longer in this listing, having been granted commercial banking powers in 1982.

Without the sogos as part of the index, the world's top savings banks posted a small 2.4% gain in 1982. If they had been included, the total deposits of the 100 largest world savings banks would have stood at $360.9 billion, down 0.6% from last year's top 100 total of $363.2 billion.

The total with the sogos included is 11% higher than that actually recorded last year. Overall, the $325.1 billion in total deposits reported for 1982 is 10.5% lower than the previous year.

Though the sogo banks would have boosted the top 100's cutoff point by almost $300 million, the 23 sogos that would have made the ranking (Kansai Sogo Bank Ltd., Osaka, with $1.63 billion, would have dropped out of the top 100) showed a 7.6% deposit decline, falling to $70.7 billion from $76.6 billion.

—Kenneth J. Hicks

5/15/83
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American Banker

The Only Daily Banking Newspaper

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1 2/84 46*
SAMPLE
STATISTICAL REFERENCE INDEX DD*
JOHN F KENNEDY DD*
4 EAST - WEST HIGHWAY
SITE
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Nonperforming Loans

In Millions of Dollars and as a Percentage of Net Loans and Lease Financing

	6-30-83	3-31-83	6-30-82
Citicorp	2,300 2.61%	1,900 2.18%	1,300 1.63%
BankAmerica Corp.	2,988 4.03%	2,978 3.98%	1,451 1.97%
Chase Manhattan Corp.	1,800 3.36%	1,900 3.55%	1,100 2.11%
Manufacturers Hanover Corp.	910 2.00%	876 1.93%	677 1.58%
J. P. Morgan & Co., Inc.	676 2.09%	700 2.17%	384 1.31%
Chemical New York Corp.	975 3.19%	796 2.64%	648 2.20%
Continental Illinois Corp.	2,080 6.74%	2,010 6.18%	1,300 3.79%
First Interstate Bancorp.	1,084 4.71%	1,148 4.94%	802 3.52%
Bankers Trust New York Corp.	463 2.27%	476 2.37%	434 2.29%
Security Pacific Corp.	788 2.96%	855 3.27%	497 2.11%
Total	**14,064**	**13,639**	**8,593**
Average	**3.40%**	**3.32%**	**2.25%**

Problem Loan Growth Leveling Off

Bankers Say Nonperformers Seem at Peak for Economic Cycle

By KAREN SLATER

NEW YORK — Problem loans now appear to be at or very near their peak for the current economic cycle.

The rate of increase in nonperforming loans slowed significantly in the second quarter, as earnings reports from the largest bank holding companies show. And bankers and analysts believe the beginning of the decline is just around the corner, as the U.S. economy continues its climb back from recession.

"If we haven't already, we should be starting the downward slide (in problem loans)," said Ronald I. Mandle, bank stock analyst at Paine Webber Mitchell Hutchins Inc.

Some types of loans, in particular those related to real estate, have already shown a sharp improvement in quality. On the negative side, though, problem loans to developing countries and to the energy industry are expected to persist for some time.

There is additional uncertainty

➳ Loan Quality: Page 47

Home Savings of America Is Leading Thrift in Top 100

By L. MICHAEL CACACE

NEW YORK — Home Savings of America FS&LA, Los Angeles, is the largest thrift institution in the nation, with deposits of $13.8 billion on June 30.

The California thrift heads a new listing of the top 100 thrift institutions, published today by the American Banker. Thirty savings banks and 70 savings and loan associations make up the combined list.

The new listing was devised to reflect the dramatic changes that have occurred in the thrift industry since enactment of the Depository Institutions Act of 1982, which permitted changes in charter from a savings and loan association to a federal savings bank.

For example, according to data from the Federal Home Loan Bank Board, 91 S&Ls have converted to federal savings banks over the first half of 1983.

Passage of the '82 act and other recent regulatory changes have resulted in the elimination of most of the differences between savings banks and savings and loans. For that reason, the American Banker believes that a consolidated thrift listing more accurately reflects the industry today.

In addition to the new listing of thrifts, the American Banker also ranks the top 300 S&Ls by their midyear deposits along with a geographical

➳ Top 100 Thrifts: Page 39

Florida Unit Of US Trust Gets Bank Charter

By ANDREW ALBERT

WASHINGTON — Federal regulators Thursday added another nonbanking organization to the list of those given permission to offer banking services.

The Comptroller of the Currency approved an application by U.S. Trust Co. of Florida to convert to a national bank. The firm was originally listed as a state-chartered trust company offering only trust services.

Under its new national bank charter, the Florida trust company plans to accept demand deposits but not make commercial loans, according to the Comptroller's office.

➳ US Trust: Page 39

Market Accounts Catch On at S&Ls

The new money market deposit accounts, or MMDAs, introduced last December, accounted for 19.3% of the total deposits of the top 300 S&Ls, as of June 30, a selected breakdown of deposit accounts shows.

The new individual retirement accounts, or IRAs, excluding Keogh Plan accounts, were 3.2% of total deposits. NOW and demand deposit checking accounts represented 2.5% of total deposits.

The new Super Now accounts, introduced last January, accounted for only 1.3% of the total deposits

➳ Market Account: Page 47

INSIDE

Savings and Loan Midyear Review

The financial services franchising concept is catching on in the thrift industry, and its development and possible attendant regulatory problems are discussed by Kenneth F. Hall and Philip F. Zeidman in today's feature section. Also Laura L. Mulcahy tells of the real estate activities of an Arizona savings and loan and its British parent. See page.....9

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American Banker ranks the Top 100 U.S. Thrift Institutions

AT A GLANCE

Who's Tops?

Rank 6/30/83		Deposits $
1	Home Savings of America, FS&LA, Los Angeles	13,763,689,000
2	Great Western Savings, FS&LA, Beverly Hills	12,264,475,000
3	California Fed. Savings & Loan Assn., Los Angeles	9,744,279,579
4	Philadelphia Saving Fund Society	9,201,817,000
5	State Savings & Loan Assn., Stockton, Calif.	8,451,509,165
6	Goldome Bank for Savings, Buffalo, N.Y.	7,853,640,000
7	Glendale Federal Savings & Loan Assn., Calif.	7,196,855,000
8	American Savings, FS&LA, Beverly Hills	6,882,215,000
9	Dime Savings Bank of New York FSB, Brooklyn	6,028,320,000
10	Metropolitan Savings Bank, Brooklyn, New York	

Top 100 Thrift Institutions in United States

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

Compiled by American Banker Copyright 1983

Rank 6/30/83		Total Deposits June 30, 1983 $	Total Deposits June 30, 1982 $	Deposit Gain/Loss %	Deposits 12/31/82	Deposit Gain/Loss %	Net Worth 6/30/83	Net Worth to Assets %	Charter Type(e)	Ins. Type(f)
1	Home Savings of America, FS&LA, Los Angeles	13,763,689,000	10,980,729,361	25.34	11,828,936,000	16.36	619,216,000	3.55	4	2
2	Great Western Savings, FS&LA, Beverly Hills	12,264,475,000	7,714,811,000	58.97	8,745,669,000	40.23	827,124,000	4.82	4	2
3	California Fed. Savings & Loan Assn., Los Angeles	9,744,279,579	6,078,471,670	60.31	7,573,054,020	28.67	731,611,000	5.76	4	2
4	Philadelphia Saving Fund Society	9,201,817,000	8,477,340,000	8.55	8,618,981,000	6.76	453,470,000	4.24	1	1
5	State Savings & Loan Assn., Stockton, Calif.	8,451,509,165	4,100,040,000	106.13	4,904,237,000	72.33	188,496,208	1.78	4	2
6	Goldome Bank for Savings, Buffalo, N.Y.	7,853,640,000	7,109,161,000	10.47	7,548,444,000	4.04	349,589,000	3.83	1	1
7	Glendale Federal Savings & Loan Assn., Calif.	7,196,855,000	5,951,759,004	20.92	6,775,271,908	6.22	304,671,000	3.47	3	2
8	American Savings, FS&LA, Beverly Hills	6,882,215,000	6,345,448,868	8.46	6,241,282,514	10.27	633,282,000	6.56	4	2
9	Dime Savings Bank of New York FSB, Brooklyn	6,028,320,000	5,551,000,000	8.60	5,545,024,000	8.72	174,252,000	2.70	1	1
10	Metropolitan Savings Bank, Brooklyn, New York	5,707,524,000	5,118,649,524	11.50	5,300,889,000	7.67	274,202,000	4.47	1	1
11	World Savings, FS&LA, Oakland, Calif.	5,568,276,537	3,822,651,749	45.67	4,843,681,730	14.96	227,613,769	2.96	4	2
12	First Nationwide Savings, FS&LA, San Francisco	5,200,000,000	4,563,256,612	13.95	4,480,547,578	16.06	235,000,000	3.01	4	2
13	Talman Home Federal Savings & Loan Assn., Chicago	5,108,984,907	4,859,836,180	5.13	5,065,075,102	0.87	148,427,996	2.32	3	2
14	Home Fed. Savings & Loan Assn. of San Diego, Calif.	4,743,654,702	4,031,410,573	17.67	4,528,194,000	4.76	536,490,141	8.88	4	2
15	Bowery Savings Bank, New York	4,725,520,000	4,631,731,000	2.02	4,551,362,000	3.83	91,699,000	1.76	1	1
16	Dollar-Dry Dock Savings Bank, Bronx, New York	4,604,740,000	2,459,169,044	87.25	2,475,960,033	85.98	149,329,000	3.00	1	1
17	City Federal Savings & Loan Assn., Elizabeth, N.J.	4,572,022,000	2,957,162,000	54.61	3,385,792,000	35.04	230,796,000	3.96	4	2
18	First Federal of Michigan, Detroit	4,005,614,353	3,204,722,632	24.99	3,281,083,653	22.08	121,413,941	1.74	3	2
19	Coast Federal Savings of America, FS&LA, Los Angeles	3,836,410,374	.....	....	3,460,897,406	10.85	162,561,000	3.57	3	2
20	Empire of America FSA, Buffalo, N.Y.	3,826,413,000	.....	....	3,211,273,224	19.16	N.A.	N.A.	3	2
21	Imperial Savings, FS&LA, San Francisco	3,476,860,399	3,190,818,704	8.96	3,402,972,154	2.17	167,864,018	3.53	4	2
22	Carteret Savings & Loan Assn., FA, Newark, N.J.	3,459,787,000	1,697,674,076	103.80	2,932,181,094	17.99	58,293,000	1.45	3	2
23	Great American Federal Savings Bank, San Diego, Calif.	3,371,971,905	2,845,072,338	18.52	3,198,394,021	5.43	163,636,000	3.79	1	2
24	Standard Federal Savings & Loan Assn., Troy, Mich.	3,342,154,506	3,171,472,298	5.38	3,284,918,206	1.74	123,616,266	3.15	3	2
25	Allstate Savings & Loan Assn., Los Angeles	3,259,042,262	2,310,348,256	41.06	2,516,217,973	29.52	184,553,576	4.06	4	2
26	Gibraltar Savings, FS&LA, Beverly Hills	3,258,182,232	2,538,624,629	28.34	2,937,027,738	10.93	141,522,766	2.69	4	2
27	First Federal Savings & Loan Assn., Chicago	3,230,302,684	3,233,463,759	- 0.10	3,308,844,614	- 2.37	44,319,480	1.12	3	2
28	AmeriFirst Federal Savings & Loan Assn., Miami	3,090,556,053	2,909,452,340	6.22	2,756,057,467	12.14	176,180,525	4.16	3	2
29	Howard Savings Bank, Newark, N.J.	2,996,141,000	2,879,114,000	4.06	2,944,759,000	1.74	131,616,000	3.80	1	1
30	American Savings Bank, New York	2,945,865,000	2,150,930,816	36.96	2,875,883,128	2.43	142,837,092	4.38	1	1
31	Emigrant Savings Bank, New York	2,839,436,727	2,819,656,280	0.70	2,766,593,000	2.63	50,283,877	1.68	1	1
32	Community Federal Savings & Loan Assn., St. Louis, Mo.	2,835,412,903	2,033,140,902	39.46	2,115,841,878	34.01	102,151,682	2.98	3	2
33	Gibraltar Savings Assn., Houston	2,832,820,886	2,606,382,575	8.69	2,704,915,745	4.73	232,428,075	6.00	4	2
34	Anchor Savings Bank FSB, Northport, N.Y.	2,813,978,564	1,975,109,340	42.47	2,418,535,780	16.35	131,112,905	3.84	1	2
35	Northeast Savings, FA, Hartford, Conn.	2,783,148,879	1,614,823,424	72.35	2,535,343,775	9.77	160,834,606	5.12	3	2
36	First Federal Savings & Loan Assn., Rochester, N.Y.	2,693,893,777	2,238,876,000	20.32	2,691,710,406	0.08	39,466,010	0.98	3	2
37	Twin City Federal Savings & Loan Assn., Minneapolis	2,665,641,000	2,163,680,984	23.20	2,344,671,000	13.69	121,091,000	3.46	3	2
38	People's Savings Bank-Bridgeport, Conn.	2,604,567,069	2,065,637,053	26.09	2,159,966,964	20.58	217,018,380	7.37	1	1
39	United Savings Assn., Houston	2,569,013,000	1,371,170,571	87.36	1,380,968,625	86.03	N.A.	N.A.	4	2
40	United Savings & Loan Assn., Culver City, Calif.	2,511,904,000	2,109,072,000	19.10	2,228,495,000	12.72	N.A.	N.A.	4	2
41	Florida Federal Savings & Loan Assn., St. Petersburg	2,458,006,965	2,404,203,466	2.24	2,441,871,773	0.66	273,141,785	7.63	4	2
42	Manhattan Savings Bank, New York	2,436,578,539	2,138,509,143	13.94	2,202,905,145	10.61	173,405,858	6.52	1	1
43	Washington Mutual Savings Bank, Seattle	2,348,770,000	1,846,901,000	27.17	2,060,323,000	14.00	185,326,000	6.27	2	1
44	Farm & Home Savings Assn., Nevada, Mo.	2,322,191,470	1,879,880,454	23.53	1,954,105,859	18.84	76,655,440	2.89	3	2
45	American Savings & Loan Assn. of Florida, Miami	2,298,551,908	2,017,974,336	13.90	2,213,411,206	3.85	132,182,121	4.53	4	2
46	Rochester Community Savings Bank, N.Y.	2,273,852,000	1,117,011,899	103.57	1,143,448,000	98.86	57,974,000	2.28	1	1
47	Citicorp Savings, FS&LA, San Francisco	2,248,291,000	1,122,560,000	100.28	1,926,074,325	16.73	N.A.	N.A.	4	2
48	Coral Gables Federal Savings & Loan Assn., Fla.	2,119,115,437	1,332,840,579	58.99	2,001,049,292	5.90	80,916,832	3.23	3	2
49	Benjamin Franklin Federal S & L Assn., Portland, Ore.	2,107,104,195	915,127,268	130.25	1,949,480,488	8.09	119,229,382	3.53	3	2
50	University Savings Assn., Houston	2,056,908,743	1,730,963,580	18.83	2,007,145,004	2.48	110,150,167	4.26	4	2
51	Williamsburgh Savings Bank, Brooklyn, New York	2,053,126,258	2,085,612,414	- 1.56	2,020,967,317	1.59	41,844,815	1.93	1	1
52	Western Savings & Loan Assn., Phoenix, Ariz.	2,037,741,771	1,731,912,671	17.66	1,900,265,000	7.23	78,261,673	2.79	4	2
53	Georgia Federal Savings & Loan Assn., Atlanta	1,985,498,388	1,880,284,661	5.60	1,878,196,266	5.71	91,683,559	4.16	3	2
54	Dade Savings & Loan Assn., Miami	1,949,520,000	1,579,030,471	23.46	1,738,788,975	12.12	360,000	0.02	3	2
55	Suffolk County Federal S & L Assn., Centereach, N.Y.	1,944,629,125	1,941,697,968	0.15	1,915,425,366	1.52	14,047,491	0.53	3	2
56	Atlantic Financial Federal, Philadelphia	1,913,474,000	797,142,000	140.04	1,799,278,822	6.35	83,053,000	3.83	3	2
57	First Federal Savings & Loan Assn., Phoenix, Ariz.	1,910,468,000	1,448,994,326	31.85	1,743,498,687	9.58	67,895,000	2.70	3	2
58	First Texas Savings Assn., Dallas	1,854,406,138	1,633,094,811	13.55	1,783,845,138	3.96	87,963,318	3.35	4	2
59	Greater New York Savings Bank, Brooklyn	1,802,790,081	1,664,979,061	8.28	1,672,280,716	7.80	42,482,897	2.30	1	1
60	Society for Savings, Hartford, Conn.	1,770,776,000	1,568,110,000	12.92	1,782,845,000	- 0.68	77,335,000	3.68	1	1
61	Suburban Savings & Loan Assn., Wayne, N.J.	1,743,037,000	1,539,351,744	13.23	1,654,401,237	5.36	N.A.	N.A.	3	2
62	Hudson City Savings Bank, Jersey City, N.J.	1,738,970,963	1,709,272,086	1.74	1,706,240,543	1.92	124,490,075	6.53	1	1
63	Seamen's Bank for Savings, New York	1,738,123,000	1,598,459,167	8.74	1,520,468,705	14.31	42,884,000	2.26	1	1
64	Transohio Savings Bank, FSB, Cleveland	1,728,060,747	1,671,720,046	3.37	1,623,354,000	6.45	73,283,458	3.41	2	2
65	Lincoln Savings Bank of Brooklyn, New York	1,727,620,467	1,702,767,000	1.46	1,666,231,000	3.68	29,359,137	1.39	1	1
66	East River Savings Bank, New York	1,688,081,801	1,587,481,084	6.34	1,636,108,009	3.18	45,493,371	2.55	1	1
67	Fulton Federal Savings & Loan Assn., Atlanta	1,658,791,524	1,058,644,125	56.69	1,532,747,296	8.22	44,917,493	2.46	3	2
68	American Savings & Loan Assn., Salt Lake City, Utah	1,651,782,000	1,483,297,393	11.36	1,646,829,903	0.30	N.A.	N.A.	4	2
69	St. Paul Federal Savings & Loan Assn., Chicago	1,649,249,371	1,418,073,698	16.30	1,426,178,473	15.64	31,111,441	1.46	3	2
70	Empire of America FSA, De Land, Fla.	1,641,227,000	465,084,531	252.89	1,186,159,000	38.36	N.A.	N.A.	3	2
71	Pacific First Federal Savings Bank, Tacoma, Wash.	1,635,090,183	1,536,440,927	6.42	1,526,576,675	7.11	102,670,847	4.45	2	2
72	Valley Federal S & L Assn., Van Nuys, Calif.	1,625,927,000	1,088,305,000	49.40	1,321,063,000	23.08	90,593,000	4.52	4	2
73	Albany Savings Bank, N.Y.	1,623,987,243	1,656,879,092	- 1.99	1,613,449,174	0.65	68,061,328	3.91	1	2
74	Central Savings & Loan Assn., San Diego, Calif.	1,621,642,000	1,368,381,000	18.51	1,610,292,000	0.70	32,340,000	1.58	3	2
75	Capitol Federal Savings & Loan Assn., Topeka, Kan.	1,604,528,082	1,258,190,652	27.53	1,347,955,851	19.03	136,078,650	7.22	3	2
76	Santa Barbara Savings & Loan Assn., Calif.	1,600,495,000	1,566,454,000	2.17	1,399,592,401	14.35	34,842,000	1.67	4	2
77	Perpetual American Fed. S & L Assn., McLean, Va.	1,570,018,254	1,360,581,731	15.39	1,465,503,000	7.13	105,213,717	4.92	3	2
78	Broadview Savings & Loan Co., Cleveland	1,565,353,582	1,516,106,636	3.25	1,558,559,991	0.44	31,698,895	1.64	4	2
79	Beneficial Savings Bank, Philadelphia	1,561,626,462	1,589,751,644	- 1.77	1,553,719,884	0.51	42,951,786	2.61	1	1
80	Western Federal Savings & Loan Assn., Denver	1,544,818,861	1,107,443,012	39.49	1,397,661,823	10.53	118,029,085	6.36	3	2
81	Bell Federal Savings & Loan Assn., Chicago	1,529,061,495	1,467,675,303	4.18	1,448,868,982	5.53	79,986,817	4.85	3	2
82	Green Point Savings Bank, Brooklyn, New York	1,515,792,730	1,268,636,600	19.48	1,347,882,191	12.46	110,837,651	6.68	1	1
83	Pioneer Federal Savings & Loan Assn., Clearwater, Fla.	1,487,078,824	1,338,707,726	11.08	1,345,965,566	10.48	43,157,587	2.64	3	2
84	Far West Federal Bank, Portland, Ore.	1,486,623,377	1,076,969,959	38.04	1,273,852,351	16.70	59,954,963	2.98	1	2
85	Astoria Federal Savings & Loan Assn., Queens, New York	1,484,166,369	1,272,355,406	16.65	1,343,029,526	10.51	109,099,091	5.85	3	2
86	New Biscayne Federal Savings & Loan Assn., Miami	1,470,601,000	1,541,000,000	- 4.57	1,727,115,000	- 14.85	N.A.	N.A.	4	2
87	Apple Bank For Savings, New York	1,468,675,776	1,420,006,000	3.43	1,399,990,532	4.91	88,193,960	5.60	1	1
88	Fidelity Federal S & L Assn., Glendale, Calif.	1,425,964,199	1,123,358,593	26.94	1,309,299,979	8.91	78,219,895	4.20	4	2
89	Downey Savings & Loan Assn., Costa Mesa, Calif.	1,417,196,000	1,032,856,126	37.21	1,112,220,290	27.42	33,592,000	1.89	4	2
90	Dallas Federal Savings & Loan Assn.	1,414,298,443	1,266,573,428	11.66	1,332,712,250	6.12	48,594,963	2.99	3	2
91	Guarantee Savings, FS&LA, Fresno, Calif.	1,383,750,924	1,120,318,773	23.51	1,177,434,446	17.52	62,273,517	2.87	4	2
92	Great Lakes Federal S & L Assn., Ann Arbor, Mich.	1,370,536,987	768,476,549	78.34	1,268,872,478	8.01	44,091,276	2.55	3	2
93	Decatur Federal Savings & Loan Assn., Ga.	1,369,004,785	1,219,808,783	12.23	1,238,696,545	10.52	48,084,787	3.30	3	2
94	Midwest Federal Savings & Loan Assn., Minneapolis	1,361,157,221	1,231,234,000	10.55	1,366,115,893	- 0.36	43,475,839	2.39	4	2
95	Atlantic Federal S & L Assn., Fort Lauderdale, Fla.	1,335,192,412	1,168,602,224	14.26	1,333,557,722	0.12	36,635,089	2.39	3	2
96	Freedom Savings & Loan Assn., Tampa, Fla.	1,326,692,304	1,059,424,323	25.23	932,797,248	42.23	62,491,056	3.55	4	2
97	Ohio Savings Assn., Cleveland	1,319,470,414	1,194,758,886	10.44	1,271,991,149	3.73	58,582,907	3.55	4	2
98	Dollar Savings Bank, Pittsburgh	1,316,211,000	1,227,945,000	7.19	1,268,009,458	3.80	89,328,000	5.68	1	1
99	Security Savings & Loan Assn., Milwaukee, Wis.	1,303,735,941	1,258,408,046	3.60	1,269,319,099	2.71	101,182,681	6.93	3	2
100	Commercial Federal Savings & Loan Assn., Omaha, Neb.	1,294,158,000	1,237,709,341	4.56	1,219,083,442	6.16	N.A.	N.A.	3	2

(b)—Based on revised data. Rank that S&L would have had if revised data had been available. (c)—Revised data. (d)—Revised. (e)—Charter Types: 1-Mutual Savings Bank; 2-Stock Savings Bank; 3-Mutual Savings & Loan Assn.; 4-Stock Savings & Loan Assn. (f)—Insurance Types: 1-FDIC-Insured; 2-FSLIC-Insured; 3-State-Insured; 4-Noninsured. N.A.—Not Available.

Top 300 Savings & Loan Associations in United States

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

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Rank 6/30/83		Total Deposits June 30, 1983 $	Total Deposits June 30, 1982 $	Rank June 30, 1982	Gain in Rank	Deposits 12/31/82	Rank Dec. 31, 1982	Gain in Rank	Net Worth 6/30/83	Net Worth to Assets %	Charter Type(e)	Ins. Type(f)
1	Home Savings of America, FS&LA, Los Angeles	13,763,689,000	10,980,729,361	1		11,828,936,000	1		619,216,000	3.55	4	2
2	Great Western Savings, FS&LA, Beverly Hills	12,264,475,000	7,714,811,000			8,745,669,000	2		827,124,000	4.82	4	2
3	California Fed. Savings & Loan Assn., Los Angeles	9,744,279,579	6,078,471,670	4	+ 1	7,573,054,020	3		731,611,000	5.76	4	2
4	State Savings & Loan Assn., Stockton, Calif.	8,451,509,165	4,100,040,000	8	+ 4	4,904,237,000	7	+ 3	188,496,208	1.78	4	2
5	Glendale Federal Savings & Loan Assn., Calif.	7,196,855,000	5,951,759,004	5		6,775,271,908	4		304,671,000	3.47	3	2
6	American Savings, FS&LA, Beverly Hills	6,882,215,000	6,345,448,868	3		6,241,282,514	5		633,282,000	6.56	4	2
7	World Savings, FS&LA, Oakland, Calif.	5,568,276,537	3,822,651,749	10	+ 3	4,843,681,730	8	+ 1	227,613,769	2.96	4	2
8	First Nationwide Savings, FS&LA, San Francisco	5,200,000,000	4,563,256,612	7		4,480,547,578	10	+ 2	235,000,000	3.01	4	2
9	Talman Home Federal Savings & Loan Assn., Chicago	5,108,984,907	4,859,836,180	6		5,065,075,102	6		148,427,996	2.32	3	2
10	Home Fed. Savings & Loan Assn. of San Diego, Calif.	4,743,654,702	4,031,410,573	9		4,528,194,000	9		536,490,141	8.88	4	2
11	City Federal Savings & Loan Assn., Elizabeth, N.J.	4,572,022,000	2,957,162,000	14	+ 3	3,385,792,000	13	+ 2	230,796,000	3.96	4	2
12	First Federal of Michigan, Detroit	4,005,614,353	3,204,722,632	11		3,281,083,653	16	+ 4	121,413,941	1.74	3	2
13	Coast Federal Savings of America, FS&LA, Los Angeles	3,836,410,374	.....	...		3,460,897,406	11		162,561,000	3.57	3	2
14	Empire of America FSA, Buffalo, N.Y.	3,826,413,000	.....	...		3,211,273,224	17	+ 3	N.A.	N.A.	3	2
15	Imperial Savings, FS&LA, San Francisco	3,476,860,399	3,190,818,704	12		3,402,972,154	12		167,864,018	3.53	4	2
16	Carteret Savings & Loan Assn., FA, Newark, N.J.	3,459,787,000	1,697,674,076	33	+ 17	2,932,181,094	20	+ 4	58,293,000	1.45	3	2
17	Standard Federal Savings & Loan Assn., Troy, Mich.	3,342,154,506	3,171,472,298	13		3,284,918,206	15		123,616,266	3.15	3	2
18	Allstate Savings & Loan Assn., Los Angeles	3,259,042,262	2,310,348,256	21	+ 3	2,516,217,973	25	+ 7	184,553,576	4.06	4	2
19	Gibraltar Savings, FS&LA, Beverly Hills	3,258,182,232	2,538,624,629	18		2,937,027,738	19		141,522,766	2.69	4	2
20	First Federal Savings & Loan Assn., Chicago	3,230,302,684	3,233,463,759	10		3,308,844,614	14		44,319,480	1.12	3	2
21	AmeriFirst Federal Savings & Loan Assn., Miami	3,090,556,053	2,909,452,340	15		2,756,057,467	21		176,180,525	4.16	3	2
22	Community Federal Savings & Loan Assn., St. Louis, Mo.	2,835,412,903	2,033,140,902	26	+ 4	2,115,841,878	30	+ 8	102,151,682	2.98	3	2
23	Gibraltar Savings Assn., Houston	2,832,820,886	2,606,382,575	17		2,704,915,745	22		232,428,075	6.00	4	2
24	Northeast Savings, FA, Hartford, Conn.	2,783,148,879	1,614,823,424	36	+ 12	2,535,343,775	24		160,834,606	5.12	3	2
25	First Federal Savings & Loan Assn., Rochester, N.Y.	2,693,893,777	2,238,876,000	23		2,691,710,406	23		39,466,010	0.98	3	2
26	Twin City Federal Savings & Loan Assn., Minneapolis	2,665,641,000	2,163,680,984	24		2,344,671,000	27	+ 1	121,091,000	3.46	3	2
27	United Savings Assn., Houston	2,569,013,000	1,371,170,571	47	+20	1,380,968,625	56	+ 29	N.A.	N.A.	4	2
28	United Savings & Loan Assn., Culver City, Calif.	2,511,904,000	2,109,072,000	25		2,228,495,000	28		N.A.	N.A.	4	2
29	Florida Federal Savings & Loan Assn., St. Petersburg	2,458,006,965	2,404,203,466	20		2,441,871,773	26		273,141,785	7.63	4	2
30	Farm & Home Savings Assn., Nevada, Mo.	2,322,191,470	1,879,880,454	30		1,954,105,859	33	+ 3	76,655,440	2.89	3	2
31	American Savings & Loan Assn. of Florida, Miami	2,298,551,908	2,017,974,336	27		2,213,411,206	29		132,182,121	4.53	4	2
32	Citicorp Savings, FS&LA, San Francisco	2,248,291,000	1,122,560,000	67	+ 35	1,926,074,325	35	+ 3	N.A.	N.A.	4	2
33	Coral Gables Federal Savings & Loan Assn., Fla.	2,119,115,437	1,332,840,579	52	+ 19	2,001,049,292	32		80,916,832	3.23	3	2
34	Benjamin Franklin Federal S & L Assn., Portland, Ore.	2,107,104,195	915,127,268	95	+ 61	1,949,480,488	34		119,229,382	3.53	3	2
35	University Savings Assn., Houston	2,056,908,743	1,730,963,580	32		2,007,145,004	31		110,150,167	4.26	4	2
36	Western Savings & Loan Assn., Phoenix, Ariz.	2,037,741,771	1,731,912,671	31		1,900,265,000	37	+ 1	78,261,673	2.79	4	2
37	Georgia Federal Savings & Loan Assn., Atlanta	1,985,498,388	1,880,284,661	29		1,878,196,266	38	+ 1	91,683,559	4.16	3	2
38	Dade Savings & Loan Assn., Miami	1,949,520,000	1,579,030,471	37		1,738,788,975	42	+ 4	360,000	0.02	3	2
39	Suffolk County Federal S & L Assn., Centereach, N.Y.	1,944,629,125	1,941,697,968	28		1,915,425,366	36		14,047,491	0.53	3	2
40	Atlantic Financial Federal, Philadelphia	1,913,474,000	797,142,000	108	+ 68	1,799,278,822	39		83,053,000	3.83	3	2
41	First Federal Savings & Loan Assn., Phoenix, Ariz.	1,910,468,000	1,448,994,326	45	+ 4	1,743,498,687	41		67,895,000	2.70	3	2
42	First Texas Savings Assn., Dallas	1,854,406,138	1,633,094,811	35		1,783,845,138	40		87,963,318	3.35	4	2
43	Suburban Savings & Loan Assn., Wayne, N.J.	1,743,037,000	1,539,351,744	40		1,654,401,237	44	+ 1	N.A.	N.A.	3	2
44	Fulton Federal Savings & Loan Assn., Atlanta	1,658,791,524	1,058,644,125	77	+ 33	1,532,747,296	49	+ 5	44,917,493	2.46	3	2
45	American Savings & Loan Assn., Salt Lake City, Utah	1,651,782,000	1,483,297,393	43		1,646,829,903	45		N.A.	N.A.	4	2
46	St. Paul Federal Savings & Loan Assn., Chicago	1,649,249,371	1,418,073,698	46		1,426,178,473	53	+ 7	31,111,441	1.46	3	2
47	Empire of America FSA, De Land, Fla.	1,641,227,000	465,084,531	212	+165	1,186,159,000	71	+ 24	N.A.	N.A.	3	2
48	Valley Federal S & L Assn., Van Nuys, Calif.	1,625,927,000	1,088,305,000	72	+ 24	1,321,063,000	63	+ 15	90,593,000	4.52	4	2
49	Central Savings & Loan Assn., San Diego, Calif.	1,621,642,000	1,368,381,000	48		1,610,292,000	47		32,340,000	1.58	3	2
50	Capitol Federal Savings & Loan Assn., Topeka, Kan.	1,604,528,082	1,258,190,652	57	+ 7	1,347,955,851	58	+ 8	136,078,650	7.22	3	2
51	Santa Barbara Savings & Loan Assn., Calif.	1,600,495,000	1,566,454,000	38		1,399,592,401	54	+ 3	34,842,000	1.67	4	2
52	Perpetual American Fed. S & L Assn., McLean, Va.	1,570,018,254	1,360,581,731	49		1,465,503,000	51		105,213,717	4.92	3	2
53	Broadview Savings & Loan Co., Cleveland	1,565,353,582	1,516,106,636	42		1,558,559,991	48		31,698,898	1.64	4	2
54	Western Federal Savings & Loan Assn., Denver	1,544,818,861	1,107,443,012	71	+ 17	1,397,661,823	55	+ 1	118,029,085	6.36	3	2
55	Bell Federal Savings & Loan Assn., Chicago	1,529,061,495	1,467,675,303	44		1,448,868,982	52		79,986,817	4.85	3	2
56	Pioneer Federal Savings & Loan Assn., Clearwater, Fla.	1,487,078,824	1,338,707,726	51		1,345,965,566	59	+ 3	43,157,587	2.64	3	2
57	Astoria Federal Savings & Loan Assn., Queens, New York	1,484,166,369	1,272,355,406	54		1,343,029,526	60	+ 3	109,099,091	5.85	3	2
58	New Biscayne Federal Savings & Loan Assn., Miami	1,470,601,000	1,541,000,000	39		1,727,115,000	43		N.A.	N.A.	4	2
59	Fidelity Federal S & L Assn., Glendale, Calif.	1,425,964,199	1,123,358,593	66	+ 7	1,309,299,979	64	+ 5	78,219,895	4.20	4	2
60	Downey Savings & Loan Assn., Costa Mesa, Calif.	1,417,196,000	1,032,856,126	82	+ 22	1,112,220,290	83	+ 23	33,592,000	1.89	4	2
61	Dallas Federal Savings & Loan Assn.	1,414,298,443	1,266,573,428	55		1,332,712,250	62	+ 1	48,594,963	2.99	3	2
62	Guarantee Savings, FS&LA, Fresno, Calif.	1,383,750,924	1,120,318,773	69	+ 7	1,177,434,446	72	+ 10	62,273,517	2.87	4	2
63	Great Lakes Federal S & L Assn., Ann Arbor, Mich.	1,370,536,987	768,476,549	111	+ 48	1,268,872,478	68	+ 5	44,091,276	2.55	3	2
64	Decatur Federal Savings & Loan Assn., Ga.	1,369,004,785	1,219,808,783	60		1,238,696,545	69	+ 5	48,084,787	3.30	3	2
65	Midwest Federal Savings & Loan Assn., Minneapolis	1,361,157,221	1,231,234,000	59		1,366,115,893	57		43,475,839	2.39	4	2
66	Atlantic Federal S & L Assn., Fort Lauderdale, Fla.	1,335,192,412	1,168,602,224	63		1,333,557,722	61		36,635,089	2.39	3	2
67	Freedom Savings & Loan Assn., Tampa, Fla.	1,326,692,304	1,059,424,323	76	+ 9	932,797,248	105	+ 38	62,491,056	3.55	4	2
68	Ohio Savings Assn., Cleveland	1,319,470,414	1,194,758,886	62		1,271,991,149	66		58,582,907	3.55	4	2
69	Security Savings & Loan Assn., Milwaukee, Wis.	1,303,735,941	1,258,408,046	56		1,269,319,099	67		101,182,681	6.93	3	2
70	Commercial Federal Savings & Loan Assn., Omaha, Neb.	1,294,158,000	1,237,709,341	58		1,219,083,442	70		N.A.	N.A.	3	2
71	Fortune Federal Savings & Loan Assn., Clearwater, Fla.	1,247,115,957	1,142,591,188	65		1,172,529,888	74	+ 3	70,078,125	5.08	4	2
72	Gem Savings Assn., Dayton, Ohio	1,241,052,435	1,116,756,073	70		1,119,378,528	81	+ 9	34,987,697	2.29	3	2
73	Columbia Savings, FS&LA, Denver	1,218,243,028	997,527,646	85	+ 12	1,173,104,677	73		44,633,476	3.00	4	2
74	First Federal Savings & Loan Assn., Minneapolis	1,213,101,239	1,038,084,503	80	+ 6	1,122,262,307	79	+ 5	82,854,419	5.43	3	2
75	Horizon Financial, FA, Southampton, Pa.	1,210,618,000	333,369,626	307	+232	1,045,745,274	90	+ 15	49,300,000	2.93	3	2
76	Chase Federal Savings & Loan Assn., Miami	1,209,781,144	1,323,294,556	53		1,135,537,636	77	+ 1	35,960,493	2.24	3	2
77	Citizens Federal Savings & Loan Assn., Dayton, Ohio	1,196,334,730	793,541,009	110	+ 33	1,050,890,143	89	+ 12	48,299,619	3.73	3	2
78	Columbia Savings & Loan Assn., Beverly Hills	1,187,107,000	299,713,000	341	+263	593,457,000	177	+ 99	57,368,000	3.25	4	2
79	Eureka Federal Savings & Loan Assn., San Francisco	1,179,270,187	691,998,887	128	+ 49	743,584,841	128	+ 49	31,916,249	2.64	3	2
80	Leader Federal Savings & Loan Assn., Memphis, Tenn.	1,173,112,079	985,446,200	89	+ 9	956,004,158	101	+ 21	49,916,344	3.72	3	2
81	Empire Savings Building & Loan Assn., Denver	1,171,193,457	1,055,659,057	79		1,152,871,369	76		60,640,034	3.88	4	2
82	First Federal Savings & Loan Assn., Little Rock, Ark.	1,164,284,962	467,642,093	210	+128	886,670,555	113	+ 31	44,932,308	2.97	3	2
83	United First Fed. Savings & Loan Assn., Sarasota, Fla.	1,155,218,600	976,787,775	90	+ 7	1,037,905,249	91	+ 8	63,220,100	4.76	4	2
84	Home Federal Savings & Loan Assn., St. Petersburg, Fla.	1,153,153,707	1,066,571,583	75		1,078,098,103	84		46,856,501	3.62	3	2
85	Mercury Savings, FS&LA, Huntington Beach, Calif.	1,150,125,000	842,667,000	105	+ 20	1,013,247,413	94	+ 9	24,861,000	1.56	4	2
86	Honolulu Federal Savings & Loan Assn., Hawaii	1,148,985,549	1,149,240,241	64		1,121,604,884	80		47,168,274	2.94	3	2
87	First Federal Savings & Loan Assn., Pittsburgh	1,146,152,000	992,816,000	87		1,060,421,500	88	+ 1	47,841,000	2.65	3	2
88	San Francisco Federal Savings & Loan Assn.	1,142,199,389	876,728,553	98	+ 10	913,697,891	107	+ 19	44,916,988	2.64	3	2
89	San Antonio Savings Assn., Tex.	1,138,389,526	1,036,251,253	81		1,070,886,901	86		66,535,173	4.67	3	2
90	Financial Fed. Savings & Loan Assn., Miami Beach, Fla.	1,131,576,712	1,122,000,000	68		1,122,938,128	78		35,991,549	2.85	3	2
91	Baltimore Federal Savings & Loan Assn.	1,097,997,415	993,555,009	86		1,029,285,652	92	+ 1	46,487,676	3.19	3	2
92	Bloomington Federal Savings & Loan Assn., Ill.	1,094,870,984	694,336,956	127	+ 35	973,018,826	98	+ 6	N.A.	N.A.	3	2
93	Cardinal Federal Savings & Loan Assn., Cleveland	1,090,453,000	918,845,550	92		1,006,937,000	95	+ 2	38,414,000	3.02	3	2
94	Pacific Fed. Savings & Loan Assn., Costa Mesa, Calif.	1,080,809,435	1,207,104,000	61		1,116,713,513	82		56,162,913	3.44	3	2
95	Minnesota Federal Savings & Loan Assn., St. Paul	1,061,384,420	918,356,616	93		968,160,233	100	+ 5	46,547,726	3.91	3	2
96	Hollywood Federal Savings & Loan Assn., Fla.	1,056,957,254	1,014,845,532	83		1,028,392,883	93		25,288,053	2.13	3	2
97	Citizens Federal Savings & Loan Assn., Miami	1,051,059,376	1,055,888,498	78		1,074,521,996	85		48,643,650	3.93	4	2
98	Sooner Federal Savings & Loan Assn., Tulsa, Okla.	1,040,118,000	918,000,000	94		1,064,200,000	87		N.A.	N.A.	4	2
99	Bay View Fed. Savings & Loan Assn., San Mateo, Calif.	1,029,610,000	867,160,341	99		912,322,000	108	+ 9	34,225,723	2.66	3	2
100	First Federal Savings & Loan Assn., Greenville, S.C.	1,019,415,341	710,705,321	120	+ 20	857,223,965	117	+ 17	32,238,389	2.81	3	2

(b)—Based on revised data. Rank that S&L would have had if revised data had been available. (c)—Revised data. (d)—Revised. (e)—Charter Types: 3-Mutual S&L, 4-Stock S&L. (f)—Insurance Types: 1-FDIC-Insured; 2-FSLIC-Insured; 3-State-Insured, 4 Noninsured. N.A.—Not Available.

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cover 1, p.29-37, 39, 47-48.

Top 300 Savings & Loan Associations in United States

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

Compiled by the American Banker Copyright 1983

Rank 6/30/83		Total Deposits June 30, 1983 $	Total Deposits June 30, 1982 $	Rank June 30, 1982	Gain in Rank	Deposits 12/31/82	Rank Dec. 31, 1982	Gain in Rank	Net Worth 6/30/83	Net Worth to Assets %	Charter Type(e)	Ins. Type(f)
101	Loyola Federal Savings & Loan Assn., Baltimore	1,010,757,867	964,601,290	91		982,378,166	96		69,371,282	5.30	3	2
102	Security First Fed. S & L Assn., Daytona Beach, Fla	1,007,096,430	757,451,606	114	+ 12	949,206,444	103	+ 1	23,158,217	2.04	3	2
103	First Southern Fed. Savings & Loan Assn., Mobile, Ala	1,002,517,265	661,711,024	138	+ 35	866,799,604	116	+ 13	30,087,458	2.79	3	2
104	Beverly Hills Savings & Loan Assn	989,190,428	478,835,663	201	+ 97	625,441,391	165	+ 61	N.A.	N.A.	4	2
105	American Savings Assn., Springfield, Ill	983,044,000	849,194,628	103		900,710,774	111	+ 6	10,488,000	1.00	3	2
106	Landmark Savings Assn., Pittsburgh	967,282,000	555,753,326	169	+ 63	975,582,320	97		31,043,000	2.65	3	2
107	Pathway Financial, FA, Chicago	966,153,293	276,265,498	364	+257	950,191,914	102		35,263,888	3.25	3	2
108	Southwest Savings & Loan Assn., Phoenix, Ariz	965,202,000	899,380,286	97		935,502,599	104		33,807,000	3.01	4	2
109	Third Federal Savings & Loan Assn., Cleveland	961,210,201	857,650,572	101		903,870,887	110	+ 1	70,875,146	6.55	3	2
110	Columbia Banking Federal S & L Assn. Rochester, N.Y.	958,095,557	863,436,943	100		887,226,857	112	+ 2	20,293,116	1.95	3	2
111	Coast Federal Savings & Loan Assn., Sarasota, Fla	957,284,151	618,664,082	146	+ 35	878,762,944	115	+ 4	35,972,454	3.46	3	2
112	First Savings Association of Wisconsin, Milwaukee	949,020,208	854,969,125	102		881,450,741	114	+ 2	39,421,560	3.38	4	2
113	Mid-America Fed. Savings & Loan Assn., Columbus, Ohio	916,603,011	913,878,358	96		908,387,106	109		35,487,960	3.17	3	2
114	Lincoln Federal Savings & Loan Assn., Westfield, N.J	915,167,000	593,374,000	156	+ 42	832,047,000	119	+ 5	25,509,000	2.40	3	2
115	Far West Savings & Loan Assn., Newport Beach, Calif	914,568,000	690,858,054	129	+ 14	756,603,000	125	+ 10	N.A.	N.A.	4	2
116	First Federal Savings & Loan Assn., Lincoln, Neb	893,369,962	745,455,030	116		805,378,843	120	+ 4	40,450,416	3.15	3	2
117	Texas Federal Savings & Loan Assn., Dallas	884,262,943	601,922,655	154	+ 37	704,693,703	140	+ 23	35,987,980	2.89	4	2
118	Southern California Savings & Loan Assn, Beverly Hills	864,321,000	846,664,023	104		923,510,000	106		N.A.	N.A.	4	2
119	First Federal Savings & Loan Assn., Toledo, Ohio	853,462,293	711,417,335	119		739,700,272	130	+ 11	47,059,460	5.13	3	2
120	Flagler Federal Savings & Loan Assn., Miami	837,521,669	759,717,682	113		781,391,000	123	+ 3	27,960,011	2.72	3	2
121	Roosevelt Federal Savings & Loan Assn., St. Louis, Mo	834,195,544	698,055,720	125	+ 4	698,005,345	141	+ 20	26,698,813	2.70	3	2
122	First Federal Savings & Loan Assn., Jacksonville, Fla	833,635,477	505,075,329	190	+ 68	845,952,046	118		14,266,369	1.50	3	2
123	The First, F.A., Orlando, Fla	820,409,495	749,845,036	115		783,170,961	122		27,573,062	2.68	3	2
124	First City Federal S & L Assn., Bradenton, Fla	819,948,000	469,921,024	206	+ 82	754,825,248	126	+ 2	N.A.	N.A.	4	2
125	Detroit & Northern Savings & Loan Assn., Hancock, Mich.	818,160,000	989,831,000	88		972,256,000	99		48,945,000	4.55	3	2
126	Sacramento Savings & Loan Assn., Calif	817,956,250	710,386,402	121		706,773,554	138	+ 12	40,291,060	4.00	4	2
127	Metropolitan Federal Savings & Loan Assn., Fargo, N.D.	813,299,298	573,946,060	162	+ 35	774,208,021	124		54,417,318	4.87	4	2
128	Buckeye Federal Savings & Loan Assn., Columbus, Ohio	813,051,189	736,974,308	117		742,191,927	129	+ 1	29,291,923	2.67	4	2
129	Cragin Federal Savings & Loan Assn., Chicago	809,925,065	706,500,000	122		731,407,002	134	+ 5	34,201,485	3.28	3	2
130	Continental Federal Savings & Loan Assn., Cleveland	808,947,000	820,008,665	106		798,206,510	121		N.A.	N.A.	3	2
131	American Charter Federal S & L Assn., Lincoln, Neb	808,332,840	767,662,000	112		749,612,000	127		21,323,324	1.98	3	2
132	American Fed. S & L Assn of Central Iowa, Des Moines	805,830,061	553,636,402	170	+ 38	610,548,628	171	+ 39	35,752,302	3.31	3	2
133	Diamond Savings & Loan Co., Findlay, Ohio	803,429,143	700,583,000	123		737,992,027	132		31,922,951	3.36	4	2
134	Eagle Savings Assn., Cincinnati	794,806,141	700,408,969	124		738,315,731	131		40,151,082	4.39	4	2
135	Pomona First Fed. Savings & Loan Assn., Calif	779,263,758	686,733,889	131		695,436,627	142	+ 7	N.A.	N.A.	3	2
136	First South Federal Savings & Loan Assn., Pine Bluff, Ark.	776,507,665	.....	...		599,870,000	173	+ 37	30,984,680	3.53	3	2
137	Gill Savings Assn., Hondo, Tex	776,001,809	509,918,407	189	+ 52	683,769,000	145	+ 8	20,113,592	2.42	4	2
138	Midland Federal Savings & Loan Assn., Denver	773,239,000	720,667,000	118		720,758,000	136		49,266,000	4.79	3	2
139	Commonwealth Federal S & L Assn., Norristown, Pa	771,692,295	647,329,469	140	+ 1	675,948,362	148	+ 9	35,685,109	4.11	3	2
140	First Federal Savings & Loan Assn., Wilmette, Ill	768,060,000	331,617,609	309	+169	695,218,000	143	+ 3	N.A.	N.A.	3	2
141	Columbia Savings & Loan Assn., Fair Lawn, N.J	767,031,899	678,339,825	133		666,748,797	151	+ 10	25,833,068	3.03	3	2
142	St. Louis Federal Savings & Loan Assn	764,710,314	.....	...		679,275,000	146	+ 4	25,420,197	2.54	3	2
143	Columbia First Federal S & L Assn., Washington, D.C	763,809,527	686,003,787	132		721,639,744	135		33,806,808	3.75	3	2
144	Nevada Savings & Loan Assn., Las Vegas	737,391,000	516,780,000	186	+ 42	736,574,000	133		60,486,000	6.58	4	2
145	Century FS & LA of Long Island, Cedarhurst, N.Y	736,504,353	647,116,997	141		708,227,841	137		N.A.	N.A.	3	2
146	First Federal Savings & Loan Assn., New Haven, Conn	734,407,652	690,381,283	130		706,090,032	139		27,750,119	3.56	3	2
147	Guardian Savings & Loan Assn., Dallas	732,570,000	.....	...		.....	...		N.A.	N.A.	3	2
148	Lincoln Savings & Loan Assn., Monterey Park, Calif	727,204,979	616,779,986	147		631,755,927	163	+ 15	28,799,048	3.17	4	2
149	Great Financial Federal S & L Assn., Louisville, Ky	721,354,749	565,524,514	165	+ 16	641,643,433	158	+ 9	56,609,637	6.90	3	2
150	Cumberland Federal Savings & Loan Assn., Louisville, Ky.	719,622,188	602,321,909	153	+ 3	669,466,812	150		36,467,021	4.25	3	2
151	Great American Federal S & L Assn., Oak Park, Ill	714,118,861	418,243,000	234	+ 83	645,211,526	157	+ 6	34,309,066	3.90	3	2
152	Albuquerque Federal Savings & Loan Assn., N.M	704,235,088	614,276,052	150		650,819,143	154	+ 2	32,958,850	3.16	3	2
153	Naples Federal Savings & Loan Assn., Fla	699,012,000	547,473,049	173	+ 20	596,543,490	174	+ 21	53,102,000	6.18	4	2
154	Citizens Savings Bank, Canton, Ohio	698,380,384	662,179,000	137		658,489,000	152		40,547,222	5.06	4	2
155	Anchor Savings & Loan Assn., Madison, Wis	698,031,883	627,379,270	144		622,909,752	167	+ 12	28,539,241	3.54	3	2
156	Columbia Savings, FS&LA, Queens, New York	696,581,557	674,237,234	134		679,233,000	147		26,809,476	3.45	3	2
157	Mutual Savings & Loan Assn. of Wisconsin, Milwaukee	692,730,658	653,082,344	139		647,031,557	155		43,636,974	5.58	3	2
158	Fidelity Federal Savings & Loan Assn., Nashville, Tenn	687,528,335	525,243,422	184	+ 26	584,771,802	181	+ 23	26,769,503	3.43	3	2
159	Great Southern Federal S & L Assn., Savannah, Ga	686,619,931	573,799,000	163	+ 4	632,025,246	162	+ 3	23,346,210	3.01	3	2
160	Continental Federal Savings & Loan Assn., Arlington, Va	685,964,596	616,379,634	148		594,634,648	175	+ 15	22,384,040	2.79	3	2
161	Savers Fed. Savings & Loan Assn., Little Rock, Ark	680,622,984	366,347,293	271	+110	512,308,177	208	+ 47	15,663,041	1.82	3	2
162	City Savings & Loan Assn., San Angelo, Tex	678,184,000	.....	...		.....	...		N.A.	N.A.	4	2
163	Security Federal Savings & Loan Assn., Columbia, S.C	673,746,849	406,142,422	238	+ 75	646,995,000	156		21,340,160	2.93	3	2
164	First American Federal Savings & Loan Assn., Asheboro, N.C.	652,633,105	.....	...		632,444,000	161		10,708,908	1.48	3	2
165	Unifirst Federal Savings & Loan Assn., Jackson, Miss	647,943,000	584,691,594	159		624,008,313	166	+ 1	21,612,000	2.82	3	2
166	Pima Savings & Loan Assn., Tucson, Ariz	642,703,856	374,484,753	260	+ 94	472,827,257	226	+ 60	37,984,500	4.87	4	2
167	Home Federal Savings & Loan Assn., Tucson, Ariz	641,073,879	529,589,580	183	+ 16	546,340,109	195	+ 28	58,884,056	6.42	4	2
168	Pelican Homestead & Savings Assn., Metairie, La	637,719,000	354,169,000	283	+115	402,453,703	266	+ 98	N.A.	N.A.	3	2
169	Standard Federal Savings & Loan Assn., Gaithersburg, Md.	635,260,797	.....	...		423,736,000	251	+ 82	10,074,572	1.29	4	2
170	Red Hill Savings & Loan Assn., Pa	635,026,018	536,788,071	176	+6	578,127,872	182	+ 12	27,435,491	3.24	3	2
171	Western Fed. Savings & Loan Assn., Los Angeles	634,540,000	596,522,624	155		657,092,004	153		N.A.	N.A.	3	2
172	Mid America Federal Savings & Loan Assn., Cicero, Ill	619,000,000	535,504,000	179	+ 7	560,000,000	190	+ 18	14,000,000	1.94	3	2
173	Home Savings & Loan Co., Youngstown, Ohio	615,334,890	567,849,458	164		576,674,349	183	+ 10	33,214,327	4.96	3	2
174	Investors Savings & Loan Assn., Millburn, N.J	615,000,000	578,007,774	160		586,933,532	180	+ 6	32,000,000	3.13	3	2
175	Lamar Savings Assn., Austin, Tex	613,255,552	307,713,000	334	+159	411,647,648	259	+ 84	11,079,364	1.65	4	2
176	Palmetto Federal Savings & Loan Assn., Fla	610,240,000	380,668,635	256	+ 80	542,141,342	196	+ 20	N.A.	N.A.	4	2
177	Collective Federal S & L Assn., Egg Harbor City, N.J	605,386,273	490,341,356	194	+ 17	538,776,294	197	+ 20	16,185,651	2.33	3	2
178	First Federal Savings & Loan Assn., Canton, Ohio	604,707,061	453,709,352	218	+ 40	572,984,405	185	+ 7	23,932,950	3.34	3	2
179	First Federal Savings & Loan Assn., Flourtown, Pa	603,030,000	577,061,000	161		592,709,000	178		62,886,000	7.85	3	2
180	Metropolitan Federal S & L Assn., Nashville, Tenn	602,911,913	547,900,416	172		557,869,042	191	+ 11	38,122,922	5.04	3	2
181	City Federal Savings & Loan Assn., Birmingham, Ala	601,968,718	563,675,139	167		575,721,824	184	+ 3	17,603,315	2.52	3	2
182	Bell Savings & Loan Assn., San Mateo, Calif	600,497,000	.....	...		370,970,000	299	+117	N.A.	N.A.	4	2
183	Home Federal Savings & Loan Assn., Knoxville, Tenn	600,492,696	551,471,042	171		551,145,158	192	+ 9	32,769,137	4.95	3	2
184	Washington Federal Savings & Loan Assn., Seattle	597,835,000	475,154,422	204	+ 20	479,766,138	218	+ 34	87,380,000	11.30	4	2
185	First Federal Savings & Loan Assn., Lake Worth, Fla	596,747,486	621,747,636	145		594,541,988	176		23,580,577	2.92	3	2
186	Old Colony Co-operative Bank, Providence, R.I	594,460,012	558,880,162	168		569,067,442	187	+ 1	24,688,861	3.58	3	2
187	Dixie Federal Savings & Loan Assn., New Orleans, La	587,834,612	433,848,000	228	+ 41	533,489,000	200	+ 13	48,774,794	6.96	4	2
188	Mid Kansas Federal Savings & Loan Assn., Wichita	585,394,000	324,285,000	314	+126	468,128,770	230	+ 42	N.A.	N.A.	3	2
189	Suburbia Fed. Savings & Loan Assn., Garden City, N.Y	581,780,266	565,397,056	166		570,439,252	186		N.A.	N.A.	3	2
190	Home Federal Savings & Loan Assn., Palm Beach, Fla	581,529,000	444,404,498	224	+ 34	613,202,609	170		N.A.	N.A.	4	2
191	Standard Federal Savings & Loan Assn., Chicago	571,145,388	541,458,270	175		566,436,618	189		30,301,126	4.78	4	2
192	Home Federal Savings Association of Florida, Hollywood	570,192,000	536,676,506	177		512,951,526	207	+ 15	N.A.	N.A.	3	2
193	First Western Savings Assn., Las Vegas, Nev	566,203,000	454,024,000	217	+ 24	495,249,000	213	+ 20	31,188,000	4.27	4	2
194	First Federal S & L Assn., West Palm Beach, Fla	562,945,799	631,463,449	143		637,284,366	159		32,438,064	4.28	3	2
195	Local Federal Savings & Loan Assn., Oklahoma City	560,786,000	544,778,690	174		546,345,662	194		53,856,000	7.17	4	2
196	Union Fed. Savings & Loan Assn., Los Angeles	558,421,844	498,301,271	193		474,646,807	223	+ 27	32,121,755	3.86	3	2
197	First Home Fed. Savings & Loan Assn., Greensboro, N.C.	558,163,143	531,189,826	180		534,377,513	199	+ 2	20,620,650	2.80	3	2
198	Skokie Federal Savings & Loan Assn., Ill	555,491,009	397,452,729	243	+ 45	460,049,755	234	+ 36	11,023,712	1.70	4	2
199	Uptown Federal Savings & Loan Assn., Chicago	554,419,000	420,910,021	233	+ 34	475,369,390	222	+ 23	N.A.	N.A.	4	2
200	Frontier Fed. Savings & Loan Assn., Ponca City, Okla	553,021,000	478,699,000	202	+ 2	529,038,000	201	+ 1	N.A.	N.A.	3	2

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Top 300 Savings & Loan Associations in United States

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

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Rank 6/30/83		Total Deposits June 30, 1983 $	Total Deposits June 30, 1982 $	Rank June 30, 1982	Gain in Rank	Deposits 12/31/82	Rank Dec. 31, 1982	Gain in Rank	Net Worth 6/30/83	Net Worth to Assets %	Charter Type(e)	Ins. Type(f)
201	First Fed. Savings & Loan Assn., Tarpon Springs, Fla.	552,540,578	530,363,071	181		546,788,839	193		33,064,612	5.35	3	2
202	Capitol Federal Savings & Loan Assn., Denver	551,233,244	467,073,749	211	+ 9	478,621,120	221	+ 19	39,111,552	4.81	3	2
203	Washington Federal Savings & Loan Assn., New York	548,349,000	502,164,328	192		520,086,936	205	+ 2	N.A.	N.A.	3	2
204	Queen City Savings & Loan Assn., Plainfield, N.J.	547,081,000	318,403,000	324	+120	484,497,997	216	+ 12	N.A.	N.A.	3	2
205	South Carolina Federal Savings & Loan Assn., Columbia	546,377,000	468,473,826	208	+ 3	537,211,000	198		11,111,000	1.79	3	2
206	Crestmont Federal Savings & Loan Assn., Maplewood, N.J.	542,657,053	439,684,000	227	+ 21	524,352,323	204		16.647,134	2.61	3	2
207	Security Savings & Loan Assn., Vineland, N.J.	542,116,767	.....	...		507,514,738	209	+ 2	17,370,866	2.40	3	2
208	United Home Federal Savings & Loan Assn., Toledo, Ohio	539,114,913	246,672,235	398	+190	527,314,764	202		23,146,885	4.02	3	2
209	Land of Lincoln Savings & Loan Assn., Berwyn, Ill.	538,863,000	479,967,645	200		504,835,423	210	+ 1	N.A.	N.A.	4	2
210	Washington Federal S & L Assn., Washington, D.C.	528,735,587	316,535,786	327	+117	443,579,518	241	+ 31	22,444,981	3.33	3	2
211	Harbor Federal Savings & Loan Assn., Fort Pierce, Fla.	523,783,286	429,084,228	229	+ 18	463,622,001	232	+ 21	32,552,737	5.07	3	2
212	United Savings of America, FS&LA, Chicago	522,599,307	.....	...		470,091,374	229	+ 17	19,088,338	3.31	3	2
213	Benjamin Franklin Savings Assn., Houston	519,463,558	287,527,764	356	+143	437,567,549	242	+ 29	27,094,803	3.62	4	2
214	First Magnolia Federal S & L Assn., Hattiesburg, Miss.	518,320,230	378,430,000	257	+ 43	500,535,999	211		24,105,413	4.25	3	2
215	Jersey Shore Savings & Loan Assn., Toms River, N.J.	516,802,000	368,486,871	267	+ 52	473.996,000	225	+ 10	N.A.	N.A.	3	2
216	First Federal Savings & Loan Assn., Honolulu, Hawaii	515,735,400	447,236,458	222	+ 6	465,967,193	231	+ 15	21,256,504	3.45	3	2
217	Caguas Federal Savings & Loan Assn., P.R.	514,360,981	.....	...		428,176,288	248	+ 31	30,578,037	3.81	3	2
218	First Federal Savings & Loan Assn., Fort Myers, Fla.	511,663,697	459,941,395	215		460,517,666	233	+ 15	19,125,270	3.52	3	2
219	Heritage Federal S & L Assn., Daytona Beach, Fla.	507,043,483	464,155,674	213		488,526,166	215		17,945,320	3.15	3	2
220	Alabama Federal Savings & Loan Assn., Tuscaloosa	505,369,574	.....	...		471,641,000	228	+ 8	19,888,551	3.43	3	2
221	Shadow Lawn Savings & Loan Assn., Long Branch, N.J.	504,655,000	444,044,718	225	+ 4	478,896,639	220		N.A.	N.A.	3	2
222	Continental Fed. Savings & Loan Assn., Oklahoma City	501,242,000	467,960,581	209		474,195,043	224	+ 2	N.A.	N.A.	3	2
223	United Postal Savings Assn., Kirkwood, Mo.	498,952,027	474,126,033	205		454,262,505	237	+ 14	31,005,195	3.85	3	2
224	Lyons Savings & Loan Assn., Stickney, Ill.	497,480,000	.....	...		.....	...		N.A.	N.A.	3	2
225	Century Federal Savings & Loan Assn., Pasadena, Calif.	496,160,000	.....	...		.....	...		N.A.	N.A.	3	2
226	Equitable Federal Savings & Loan Assn., Lancaster, Ohio	495,372,000	.....	...		.....	...		N.A.	N.A.	3	2
227	Alamo Savings Assn., San Antonio, Tex.	492,791,000	265,349,789	381	+154	293,133,925	370	+143	N.A.	N.A.	4	2
228	Blue Valley Fed. Savings & Loan Assn., Kansas City, Mo.	492,112,566	318,706,671	323	+ 95	350,960,919	320	+ 92	18,626,245	3.37	3	2
229	Jefferson Fed. Savings & Loan Assn., Birmingham, Ala.	490,617,971	447,335,600	221		453,084,374	238	+ 9	16,768,838	3.09	3	2
230	Westchester Federal S & L Assn., New Rochelle, N.Y.	488,810,499	367,319,338	269	+ 39	417,505,563	255	+ 25	26,373,828	3.92	3	2
231	Gate City Federal Savings & Loan Assn., Fargo, N.D.	485,746,668	480,053,852	199		471,988,044	227		12,745,448	1.96	3	2
232	Bayside Federal Savings & Loan Assn., Queens, New York	483,863,176	353,081,158	284	+ 52	495,067,299	214		17,605,270	3.34	3	2
233	Duval Fed. Savings & Loan Assn., Jacksonville, Fla.	482,931,000	458,334,124	216		450,011,918	239	+ 6	N.A.	N.A.	3	2
234	First Federal Savings & Loan Assn., Indianapolis	481,286,000	386,003,474	251	+ 17	436,541,000	243	+ 9	20,896,000	3.18	3	2
235	Freedom Federal Savings & Loan Assn., Berwyn, Ill.	481,061,898	272,334,000	369	+134	384,264,308	278	+ 43	17,605,683	2.96	3	2
236	Berkeley Fed. Savings & Loan Assn., Millburn, N.J.	480,861,017	368,553,671	266	+ 30	413,886,228	258	+ 22	11,207,701	1.87	3	2
237	Virginia Federal Savings & Loan Assn., Richmond	479,087,605	469,317,236	207		497,000,165	212		14,122,454	2.40	3	2
238	Reliance Fed. Savings & Loan Assn., Garden City, N.Y.	476,174,418	481,741,815	198		481,288,089	217		27,059,277	5.23	3	2
239	Hinsdale Federal Savings & Loan Assn., Ill.	475,762,000	398,855,000	242	+ 3	427,389,000	249	+ 10	N.A.	N.A.	3	2
240	Security Savings & Loan Assn., Tucson, Ariz.	474,853,854	.....	...		371,346,589	298	+ 58	23,670,854	4.58	4	2
241	Joliet Federal Savings & Loan Assn., Ill.	469,096,000	448,859,000	220		459,282,000	235		N.A.	N.A.	3	2
242	Future Federal Savings & Loan Assn., Louisville, Ky.	468,666,151	299,116,000	342	+100	406,781,000	263	+ 21	9,752,484	1.76	3	2
243	First Mutual Savings Association of Florida, Pensacola	462,317,854	392,652,952	247	+ 4	415,909,749	256	+ 13	27,956,196	4.95	4	2
244	Peninsula Federal Savings & Loan Assn., Miami	461,962,175	449,832,104	219		430,566,564	246	+ 2	9,102,582	1.83	3	2
245	Republic Fed. Savings & Loan Assn., Altadena, Calif.	461,939,440	402,078,799	239		422,954,672	252	+ 7	12,660,883	2.46	3	2
246	Olympic Federal Savings & Loan Assn., Berwyn, Ill.	460,408,000	397,286,000	244		420,495,000	253	+ 7	N.A.	N.A.	3	2
247	Anchor Savings Assn., Kansas City, Kan.	458,709,376	391,234,044	248	+ 1	411,069,468	260	+ 13	16,250,757	2.99	4	2
248	Home Savings Assn. of Kansas City, Mo.	455,984,000	360,000,000	276	+ 28	363,373,000	311	+ 63	N.A.	N.A.	3	2
249	Guaranty Savings & Loan Assn., St. Petersburg, Fla.	455,080,061	320,858,945	319	+ 70	380,288,375	286	+ 37	5,966,300	1.10	4	2
250	Homestead Savings, FS&LA, San Francisco	445,470,000	393,593,038	246		415,168,879	257	+ 7	65,128,000	8.60	4	2
251	Capitol Federal Savings & Loan Assn., Lansing, Mich.	445,195,515	417,237,075	235		410,986,982	261	+ 10	15,180,975	3.10	3	2
252	Missouri Savings Assn., Clayton	445,000,000	349,584,000	288	+ 36	383,899,000	279	+ 27	11,054,930	1.87	3	2
253	Midland Fin'l Savings & Loan Assn., Des Moines, Iowa	444,074,425	383,410,160	254	+ 1	426,493,399	250		21,033,730	3.71	3	2
254	Harris Savings Assn., Harrisburg, Pa.	443,267,000	355,689,757	280	+ 26	433,358,334	245		N.A.	N.A.	3	2
255	Mutual Savings & Loan Assn., Bay City, Mich.	441,112,000	411,399,564	237		417,549,390	254		N.A.	N.A.	3	2
256	Franklin First Federal S & L Assn., Wilkes-Barre, Pa.	440,325,494	337,494,498	301	+ 45	399,166,787	269	+ 13	23,617,483	4.71	3	2
257	Guaranty Federal Savings & Loan Assn., Galveston, Tex.	439,542,523	336,960,782	302	+ 45	398,675,428	270	+ 13	10,158,023	1.99	3	2
258	Heart Federal Savings & Loan Assn., Auburn, Calif.	437,641,350	384,748,596	253		367,243,869	305	+ 47	14,653,329	3.16	3	2
259	First Federal Savings & Loan Assn., Kalamazoo, Mich.	437,150,707	320,568,000	321	+ 62	316,299,532	353	+ 94	30,472,873	6.43	3	2
260	State Savings & Loan Assn., Salt Lake City, Utah	436,716,889	428,451,000	230		434,322,141	244		20,594,438	3.29	4	2
261	Southwest Savings & Loan Assn., Los Angeles	435,383,966	411,851,784	236		393,947,642	276	+ 15	18,372,550	3.22	4	2
262	Home Unity Savings & Loan Assn., Plymouth Meeting, Pa.	434,293,000	298,744,000	343	+ 81	361,176,000	312	+ 50	N.A.	N.A.	3	2
263	Statewide Savings & Loan Assn., Jersey City, N.J.	434,220,757	283,086,570	359	+ 96	399,231,835	268	+ 5	18,247,472	3.34	3	2
264	Life Federal Savings & Loan Assn., Norfolk, Va.	434,195,617	306,438,930	337	+ 73	302,530,927	361	+ 97	18,149,816	3.72	3	2
265	Dominion Federal Savings & Loan Assn., McLean, Va.	432,902,000	.....	...		.....	...		N.A.	N.A.	4	2
266	First Federal Savings & Loan Assn., Lakeland, Fla.	432,189,786	251,555,071	392	+126	338,255,956	331	+ 65	13,149,643	2.91	3	2
267	Great Northwest Federal S & L Assn., Bremerton, Wash.	429,256,107	390,317,000	249		397,098,000	271	+ 4	17,311,768	3.42	3	2
268	Lincoln Federal Savings & Loan Assn., Louisville, Ky.	429,041,529	.....	...		406,166,000	264		9,940,086	1.98	3	2
269	Home Owners Federal Savings & Loan Assn., Boston	428,616,000	317,715,000	325	+ 56	381,990,000	283	+ 14	18,003,000	3.54	3	2
270	Sandia Federal Savings & Loan Assn., Albuquerque, N.M.	425,203,000	.....	...		376,079,000	291	+ 21	N.A.	N.A.	4	2
271	First Federal Savings Assn. of Nevada, Reno	424,739,757	374,379,927	261		372,076,446	295	+ 24	20,443,640	4.15	3	2
272	Flushing Fed. Savings & Loan Assn., Queens, New York	423,863,644	363,118,006	272		383,333,832	281	+ 9	8,458,542	1.89	3	2
273	York Federal Savings & Loan Assn., Pa.	420,815,896	355,836,393	279	+ 6	382,240,560	282	+ 9	11,951,781	2.55	4	2
274	Hunter Savings Assn., Cincinnati	420,145,000	420,923,157	232		404,849,000	265		N.A.	N.A.	4	2
275	Prudential Federal S & L Assn., Salt Lake City, Utah	418,178,891	423,564,608	231		408,826,454	262		44,166,894	5.93	4	2
276	St. Petersburg Federal Savings & Loan Assn., Fla.	417,136,077	375,752,160	258		400,328,182	267		11,540,464	2.56	3	2
277	Charleston Federal Savings & Loan Assn., W. Va.	416,214,229	.....	...		333,675,627	337	+ 60	9,373,690	1.91	3	2
278	First Federal Savings & Loan Assn., Charleston, S.C.	415,693,936	374,858,683	259		376,594,189	290	+ 12	12,079,129	2.41	3	2
279	Guaranty Federal Savings & Loan Assn., Birmingham, Ala.	414,302,830	389,783,413	250		383,716,897	280	+ 1	20,218,947	4.23	3	2
280	Security Homestead Assn., New Orleans	413,195,000	354,354,000	282	+ 2	374,085,000	292	+ 12	N.A.	N.A.	3	2
281	Atlantic Permanent Federal S & L Assn., Norfolk, Va.	410,909,160	339,913,517	296	+ 15	381,873,372	284	+ 3	11,082,184	1.73	3	2
282	Redlands Federal Savings & Loan Assn., Calif.	409,699,000	334,446,000	306	+ 24	337,125,000	335	+ 53	N.A.	N.A.	3	2
283	Anaheim Savings & Loan Assn., Calif.	409,362,801	293,601,125	350	+ 67	327,791,828	345	+ 62	21,077,553	4.19	4	2
284	Richardson Savings & Loan Assn., Tex.	409,035,000	.....	...		369,932,000	301	+ 17	N.A.	N.A.	4	2
285	First Federal Savings & Loan Assn., Austin, Tex.	405,876,018	307,212,303	335	+ 50	359,112,609	314	+ 29	15,009,217	3.25	3	2
286	Commerce Savings Assn., Angleton, Tex.	405,237,000	.....	...		.....	...		N.A.	N.A.	4	2
287	Inter-Boro Savings & Loan Assn., Cherry Hill, N.J.	404,492,883	339,753,000	297	+ 10	349,355,777	323	+ 36	16,686,432	3.74	3	2
288	Community Federal S & L Assn., Riviera Beach, Fla.	403,735,869	344,890,510	291	+ 3	347,899,025	325	+ 37	13,983,753	3.13	3	2
289	Mid-State Federal Savings & Loan Assn., Ocala, Fla.	402,909,911	362,724,238	273		371,517,000	297	+ 8	31,443,109	6.41	4	2
290	Heritage Savings & Loan Assn, Richmond	402,388,000	.....	...		349,204,000	324	+ 34	N.A.	N.A.	3	2
291	First Federal Savings & Loan Assn., San Antonio, Tex.	399,349,543	318,825,000	322	+ 31	376,639,105	289		19,029,713	3.76	3	2
292	Clyde Federal S & L Assn., North Riverside, Ill.	398,481,646	336,457,001	303	+ 11	373,398,689	293	+ 1	3,904,300	0.93	3	2
293	Northwestern Savings & Loan Assn., Chicago	397,115,000	341,702,000	295	+ 2	366,691,000	306	+ 13	N.A.	N.A.	3	2
294	Eastman Savings & Loan Assn., Rochester, N.Y.	397,107,407	339,706,717	298	+ 4	331,948,073	339	+ 45	41,596,228	8.53	3	4
295	Olney Savings Assn., Tex.	395,603,086	.....	...		371,818,813	296	+ 1	9,584,609	1.90	3	2
296	Valley Federal Savings & Loan Assn., McAllen, Tex.	394,535,000	295,100,000	349	+ 53	326,425,000	346	+ 50	N.A.	N.A.	3	2
297	Home Federal Savings & Loan Assn., Johnson City, Tenn.	392,397,704	345,416,055	290		360,986,604	313	+ 16	25,661,524	5.78	3	2
298	Capital-Union Savings, FA, Baton Rouge, La.	391,570,300	.....	...		380,117,023	287		18,982,755	3.97	3	2
299	Interstate Fed. Savings & Loan Assn., Washington, D.C.	389,962,283	366,856,802	270		376,947,655	288		23,958,800	5.02	3	2
300	First Fed. Savings & Loan Assn., Fort Smith, Ark.	387,699,944	308,900,749	331	+ 31	368,160,000	303	+ 3	17,237,189	3.56	3	2

(b)—Based on revised data. Rank that S&L would have had if revised data had been available. (c)—Revised data. (d)—Revised. (e)—Charter Types: 3-Mutual S&L, 4-Stock S&L. (f)—Insurance Types: 1-FDIC-Insured; 2-FSLIC-Insured; 3-State-Insured, 4 Noninsured. N.A.—Not Available.

Geographic Breakdown of Top 300 Savings & Loan Assns. Including a Breakdown of Selected Deposit Accounts

Rank 6/30/83		Total Deposits 6/30/83	SELECTED BREAKDOWN OF DEPOSITS ON 6/30/83 Demand Deposits	NOW Accounts	Money Market Deposit Accounts	Super NOW Accounts	IRA's Accounts
	ALABAMA						
103	First Southern Fed. Savings & Loan Assn., Mobile	1,002,517,265	0	39,186,000	80,478,000	0	41,605,824
181	City Federal Savings & Loan Assn., Birmingham	601,968,718	0	13,949,610	34,328,158	223,183	33,733,509
220	Alabama Federal Savings & Loan Assn., Tuscaloosa	505,369,574	0	10,215,816	40,512,057	188,825	15,948,482
229	Jefferson Fed. Savings & Loan Assn., Birmingham	490,617,971	0	9,826,182	39,081,374	269,592	26,382,004
[illegible]	Guaranty Federal Savings & Loan Assn., Birmingham	414,302,830	0	8,808,505	40,245,389	217,859	8,868,091
	ARIZONA						
36	Western Savings & Loan Assn., Phoenix	2,037,741,771	N.A.	N.A.	N.A.	N.A.	N.A.
41	First Federal Savings & Loan Assn., Phoenix	1,910,468,000	N.A.	N.A.	N.A.	N.A.	N.A.
108	Southwest Savings & Loan Assn., Phoenix	965,202,000	N.A.	N.A.	N.A.	N.A.	N.A.
156	Pima Savings & Loan Assn., Tucson	642,703,856	0	11,687,831	211,942,205	2,629,567	14,541,187
167	Home Federal Savings & Loan Assn., Tucson	641,073,879	12,132,627	1,950,006	145,328,938	22,404,696	27,075,677
240	Security Savings & Loan Assn., Tucson	474,853,854	0	8,492,871	71,474,368	4,161,114	8,706,114
	ARKANSAS						
82	First Federal Savings & Loan Assn., Little Rock	1,164,284,962	0	22,851,000	217,228,401	526,958	N.A.
136	First South Federal Savings & Loan Assn., Pine Bluff	776,507,665	0	8,606,177	121,729,200	16,858,014	21,462,585
161	Savers Fed. Savings & Loan Assn., Little Rock	680,622,984	0	12,204,719	116,446,906	968,717	22,441,811
300	First Fed. Savings & Loan Assn., Fort Smith	387,699,944	N.A.	N.A.	N.A.	N.A.	N.A.
	CALIFORNIA						
1	Home Savings of America, FS&LA, Los Angeles	13,763,689,000	223,100,000	0	3,980,305,000	71,272,000	119,100,000
2	Great Western Savings, FS&LA, Beverly Hills	12,264,475,000	481,339,000	102,798,000	2,702,895,000	307,636,000	449,991,000
3	California Fed. Savings & Loan Assn., Los Angeles	9,744,279,579	0	162,013,806	2,348,506,267	56,229,237	N.A.
4	State Savings & Loan Assn., Stockton	8,451,509,165	56,719,400	4,581,293	168,172,423	0	9,009,623
5	Glendale Federal Savings & Loan Assn	7,196,855,000	0	129,544,000	1,884,990,000	93,421,000	0
6	American Savings, FS&LA, Beverly Hills	6,882,215,000	N.A.	N.A.	N.A.	N.A.	N.A.
7	World Savings, FS&LA, Oakland	5,568,276,537	0	132,315,138	2,036,493,339	84,217,615	251,128,895
8	First Nationwide Savings, FS&LA, San Francisco	5,200,000,000	0	80,000,000	1,345,000,000	118,000,000	208,000,000
10	Home Fed. Savings & Loan Assn. of San Diego	4,743,654,702	0	101,005,733	1,184,211,001	23,584,715	178,116,093
13	Coast Federal Savings of America, FS&LA, Los Angeles	3,836,410,374	0	52,889,000	951,765,000	77,745,000	N.A.
15	Imperial Savings, FS&LA, San Francisco	3,476,860,399	0	60,905,854	762,881,096	16,642,546	117,844,718
18	Allstate Savings & Loan Assn., Los Angeles	3,259,042,262	0	58,469,037	625,345,740	98,128,770	129,629,853
19	Gibraltar Savings, FS&LA, Beverly Hills	3,258,182,232	3,385,422	39,271,587	1,036,161,115	93,565,328	127,673,608
28	United Savings & Loan Assn., Culver City	2,511,904,000	N.A.	N.A.	N.A.	N.A.	N.A.
32	Citicorp Savings, FS&LA, San Francisco	2,248,291,000	N.A.	N.A.	N.A.	N.A.	N.A.
48	Valley Federal S & L Assn., Van Nuys	1,625,927,000	N.A.	27,403,000	N.A.	N.A.	N.A.
49	Central Savings & Loan Assn., San Diego	1,621,642,000	N.A.	N.A.	N.A.	N.A.	N.A.
51	Santa Barbara Savings & Loan Assn	1,600,495,000	N.A.	N.A.	N.A.	N.A.	N.A.
59	Fidelity Federal S & L Assn., Glendale	1,425,964,199	0	18,384,467	498,073,897	69,496,215	83,722,587
60	Downey Savings & Loan Assn., Costa Mesa	1,417,196,000	0	32,680,371	552,950,703	30,856,797	54,546,778
62	Guarantee Savings, FS&LA, Fresno	1,383,750,924	0	28,773,091	238,984,290	2,072,132	74,330,431
78	Columbia Savings & Loan Assn., Beverly Hills	1,187,107,000	N.A.	N.A.	N.A.	N.A.	N.A.
79	Eureka Federal Savings & Loan Assn., San Francisco	1,179,270,187	3,964,058	27,255,000	164,471,598	288,211,212	22,759,867
85	Mercury Savings, FS&LA, Huntington Beach	1,150,125,000	5,250,000	23,458,000	338,418,000	72,707,000	40,116,000
88	San Francisco Federal Savings & Loan Assn	1,142,199,389	0	15,117,539	306,282,634	6,349,954	30,551,200
94	Pacific Fed. Savings & Loan Assn., Costa Mesa	1,080,809,435	0	20,535,389	248,536,275	3,787,554	19,236,046
99	Bay View Fed. Savings & Loan Assn., San Mateo	1,029,610,000	N.A.	N.A.	N.A.	N.A.	N.A.
104	Beverly Hills Savings & Loan Assn	989,190,428	N.A.	N.A.	N.A.	N.A.	N.A.
115	Far West Savings & Loan Assn., Newport Beach	914,568,000	N.A.	N.A.	N.A.	N.A.	N.A.
118	Southern California Savings & Loan Assn, Beverly Hills	864,321,000	N.A.	N.A.	N.A.	N.A.	N.A.
126	Sacramento Savings & Loan Assn	817,956,250	0	25,415,550	192,419,712	45,852,466	32,826,870
135	Pomona First Fed. Savings & Loan Assn	779,263,758	N.A.	N.A.	N.A.	N.A.	N.A.
148	Lincoln Savings & Loan Assn., Monterey Park	727,204,979	0	3,390,712	196,002,366	14,676,489	19,230,559
171	Western Fed. Savings & Loan Assn., Los Angeles	634,540,000	N.A.	N.A.	N.A.	N.A.	N.A.
182	Bell Savings & Loan Assn., San Mateo	600,497,000	N.A.	N.A.	N.A.	N.A.	N.A.
196	Union Fed. Savings & Loan Assn., Los Angeles	558,421,844	139,425,146	5,686,189	115,786,826	17,952,131	27,293,629
225	Century Federal Savings & Loan Assn., Pasadena	496,160,000	N.A.	N.A.	N.A.	N.A.	N.A.
245	Republic Fed. Savings & Loan Assn., Altadena	461,939,440	0	3,740,386	145,047,062	10,972,654	24,615,040
250	Homestead Savings, FS&LA, San Francisco	445,470,000	N.A.	N.A.	N.A.	N.A.	N.A.
258	Heart Federal Savings & Loan Assn., Auburn	437,641,350	0	12,668,381	8,386,060	15,866,157	9,657,747
261	Southwest Savings & Loan Assn., Los Angeles	435,383,966	N.A.	N.A.	N.A.	N.A.	N.A.
282	Redlands Federal Savings & Loan Assn	409,699,000	N.A.	N.A.	N.A.	N.A.	N.A.
283	Anaheim Savings & Loan Assn	409,362,801	0	6,172,363	124,931,445	3,302,150	383,000
	COLORADO						
54	Western Federal Savings & Loan Assn., Denver	1,544,818,861	0	31,458,982	389,599,418	71,163,653	7,560,419
73	Columbia Savings, FS&LA, Denver	1,218,243,028	0	23,985,651	231,376,027	0	33,289,983
81	Empire Savings Building & Loan Assn., Denver	1,171,193,457	0	26,494,462	174,735,794	37,564,712	27,171,686
138	Midland Federal Savings & Loan Assn., Denver	773,239,000	0	14,370,000	134,536,000	1,611,000	27,812,000
202	Capitol Federal Savings & Loan Assn., Denver	551,233,244	N.A.	N.A.	126,485,020	3,762,488	26,589,909
	CONNECTICUT						
24	Northeast Savings, FA, Hartford	2,783,148,879	N.A.	N.A.	N.A.	N.A.	N.A.
146	First Federal Savings & Loan Assn., New Haven	734,407,652	0	22,929,806	171,340,478	600,671	23,332,165
	DISTRICT OF COLUMBIA						
143	Columbia First Federal S & L Assn., Washington, D.C.	763,809,527	N.A.	N.A.	N.A.	N.A.	N.A.
210	Washington Federal S & L Assn., Washington, D.C.	528,735,587	N.A.	8,319,997	36,649,802	11,759,584	3
299	Interstate Fed. Savings & Loan Assn., Washington, D.C.	389,962,283	0	1,101,323	61,650,869	4,332,050	18,931,545
	FLORIDA						
21	AmeriFirst Federal Savings & Loan Assn., Miami	3,090,556,053	0	35,562,000	416,030,033	159,834,786	117,696,693
29	Florida Federal Savings & Loan Assn., St. Petersburg	2,458,006,965	0	71,544,719	277,421,509	39,024,854	76,961,217
31	American Savings & Loan Assn. of Florida, Miami	2,298,551,908	0	63,444,392	425,693,819	11,816,304	30,129,409
33	Coral Gables Federal Savings & Loan Assn	2,119,115,437	0	15,818,077	439,723,014	63,736,097	0
38	Dade Savings & Loan Assn., Miami	1,949,520,000	N.A.	N.A.	N.A.	N.A.	N.A.
47	Empire of America FSA, De Land	1,641,227,000	0	N.A.	N.A.	N.A.	N.A.
56	Pioneer Federal Savings & Loan Assn., Clearwater	1,487,078,824	125,142	18,376,993	306,655,027	19,272,250	46,568,790
58	New Biscayne Federal Savings & Loan Assn., Miami	1,470,601,000	N.A.	N.A.	N.A.	N.A.	N.A.
66	Atlantic Federal S & L Assn., Fort Lauderdale	1,335,192,412	0	36,531,328	380,549,593	0	47,576,562
67	Freedom Savings & Loan Assn., Tampa	1,326,692,304	N.A.	N.A.	N.A.	N.A.	N.A.
71	Fortune Federal Savings & Loan Assn., Clearwater	1,247,115,957	N.A.	N.A.	N.A.	N.A.	N.A.
76	Chase Federal Savings & Loan Assn., Miami	1,209,781,144	0	15,406,608	249,968,186	440,513	17,852,343
83	United First Fed. Savings & Loan Assn., Sarasota	1,155,218,600	0	28,781,100	145,147,900	63,461,800	29,105,300
84	Home Federal Savings & Loan Assn., St. Petersburg	1,153,153,707	422,364	26,792,280	200,912,742	6,060,302	789,541
90	Financial Fed. Savings & Loan Assn., Miami Beach	1,131,576,712	0	23,081,000	190,234,000	2,000,000	18,003,000
96	Hollywood Federal Savings & Loan Assn	1,056,957,254	0	33,867,932	152,990,559	16,653,794	42,409,300
97	Citizens Federal Savings & Loan Assn., Miami	1,051,059,376	0	4,296,818	211,901,714	27,512,370	2,261,837
102	Security First Fed. S & L Assn., Daytona Beach	1,007,096,430	N.A.	34,833,175	164,275,746	2,248,534	31,349,993
111	Coast Federal Savings & Loan Assn., Sarasota	957,284,151	N.A.	N.A.	N.A.	N.A.	N.A.
120	Flagler Federal Savings & Loan Assn., Miami	837,521,669	N.A.	N.A.	N.A.	N.A.	N.A.
122	First Federal Savings & Loan Assn., Jacksonville	833,635,477	0	12,898,102	196,890,978	123,570	19,288,777
123	The First, F.A., Orlando	820,409,495	304,126	25,393,992	177,644,115	2,936,737	39,197,942
124	First City Federal S & L Assn., Bradenton	819,948,000	N.A.	N.A.	N.A.	N.A.	N.A.
153	Naples Federal Savings & Loan Assn	699,012,000	1,326,000	19,718,000	157,830,000	22,733,000	25,582,000
176	Palmetto Federal Savings & Loan Assn	610,240,000	N.A.	N.A.	N.A.	N.A.	N.A.
185	First Federal Savings & Loan Assn., Lake Worth	596,747,486	N.A.	N.A.	N.A.	N.A.	N.A.
190	Home Federal Savings & Loan Assn., Palm Beach	581,529,000	N.A.	N.A.	N.A.	N.A.	N.A.
192	Home Federal Savings Association of Florida, Hollywood	570,192,000	N.A.	N.A.	N.A.	N.A.	N.A.
194	First Federal S & L Assn., West Palm Beach	562,945,799	0	5,064,059	104,155,734	23,399,993	13,432,932
201	First Fed. Savings & Loan Assn., Tarpon Springs	552,540,578	N.A.	N.A.	151,612,695	32,552,392	7,452,517
211	Harbor Federal Savings & Loan Assn., Fort Pierce	523,783,286	N.A.	N.A.	N.A.	N.A.	N.A.
218	First Federal Savings & Loan Assn., Fort Myers	511,663,697	0	8,235,624	113,963,461	8,489,613	11,053,753

Geographic Breakdown of Top 300 Savings & Loan Assns. Including a Breakdown of Selected Deposit Accounts

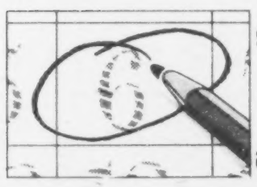
Rank 6/30/83		Total Deposits 6/30/83	SELECTED BREAKDOWN OF DEPOSITS ON 6/30/83 Demand Deposits	NOW Accounts	Money Market Deposit Accounts	Super NOW Accounts	IRA's Accounts
219	Heritage Federal S & L Assn., Daytona Beach	507,043,483	0	12,145,823	117,017,371	491,189	12,169,749
233	Duval Fed. Savings & Loan Assn., Jacksonville	482,931,000	N.A.	N.A.	N.A.	N.A.	N.A.
243	First Mutual Savings Association of Florida, Pensacola	462,317,854	0	14,739,869	99,446,090	0	14,604,413
244	Peninsula Federal Savings & Loan Assn., Miami	461,962,175	0	4,878,800	100,339,606	12,352,809	8,964,080
249	Guaranty Savings & Loan Assn., St. Petersburg	455,080,061	0	11,589,000	0	12,020,000	6,793,000
266	First Federal Savings & Loan Assn., Lakeland	432,189,786	0	7,191,644	48,701,444	376,634	10,416,529
276	St. Petersburg Federal Savings & Loan Assn	417,136,077	235,493	11,585,643	96,594,185	520,517	674,673
288	Community Federal S & L Assn., Riviera Beach	403,735,869	0	14,527,029	136,947,320	0	0
289	Mid-State Federal Savings & Loan Assn., Ocala	402,909,911	N.A.	N.A.	N.A.	N.A.	N.A.
	GEORGIA						
37	Georgia Federal Savings & Loan Assn., Atlanta	1,985,498,388	0	67,662,995	218,778,185	3,313,250	92,123,689
44	Fulton Federal Savings & Loan Assn., Atlanta	1,658,791,524	0	39,052,886	225,935,980	0	36,981,496
64	Decatur Federal Savings & Loan Assn	1,369,004,785	0	33,572,362	208,488,802	1,708,180	88,183,732
159	Great Southern Federal S & L Assn., Savannah	686,619,931	N.A.	N.A.	N.A.	N.A.	N.A.
	HAWAII						
86	Honolulu Federal Savings & Loan Assn	1,148,985,549	0	36,761,659	194,248,577	21,906,512	63,289,945
216	First Federal Savings & Loan Assn., Honolulu	515,735,400	15,450,475	178,479,652	154,835,192	8,193,985	14,009,495
	ILLINOIS						
9	Talman Home Federal Savings & Loan Assn., Chicago	5,108,984,907	0	177,539,952	774,471,295	2,916,256	114,271,877
20	First Federal Savings & Loan Assn., Chicago	3,230,302,684	0	42,433,610	379,429,978	0	33,878,853
46	St. Paul Federal Savings & Loan Assn., Chicago	1,649,249,371	0	30,041,832	290,902,662	16,851,903	89,531,152
55	Bell Federal Savings & Loan Assn., Chicago	1,529,061,495	0	4,157,937	327,035,783	18,128,221	69,583,757
92	Bloomington Federal Savings & Loan Assn	1,094,870,984	N.A.	N.A.	N.A.	N.AW	N.A.
105	American Savings Assn., Springfield	983,044,000	N.A.	N.A.	N.A.	N.A.	N.A.
107	Pathway Financial, FA, Chicago	966,153,293	4,000,000	21,168,339	175,070,497	639,921	36,500,000
129	Cragin Federal Savings & Loan Assn., Chicago	809,925,065	N.A.	N.A.	N.A.	N.A.	N.A.
140	First Federal Savings & Loan Assn., Wilmette	768,060,000	N.A.	N.A.	N.A.	N.A.	N.A.
151	Great American Federal S & L Assn., Oak Park	714,118,861	0	20,912,919	169,510,310	312,412	23,607,773
172	Mid America Federal Savings & Loan Assn., Cicero	619,000,000	N.A.	N.A.	N.A.	N.A.	N.A.
191	Standard Federal Savings & Loan Assn., Chicago	571,145,388	N.A.	N.A.	N.A.	N.A.	N.A.
198	Skokie Federal Savings & Loan Assn	555,491,009	163,274,690	8,845,826	76,347,958	2,263,949	N.A.
199	Uptown Federal Savings & Loan Assn., Chicago	554,419,000	N.A.	N.A.	N.A.	N.A.	N.A.
209	Land of Lincoln Savings & Loan Assn., Berwyn	538,863,000	N.A.	N.A.	N.A.	N.A.	N.A.
212	United Savings of America, FS&LA, Chicago	522,599,307	2,684,764	25,094,473	72,278,460	N.A.	N.A.
224	Lyons Savings & Loan Assn., Stickney	497,480,000	N.A.	N.A.	N.A.	N.A.	N.A.
235	Freedom Federal Savings & Loan Assn., Berwyn	481,061,898	0	14,604,151	148,606,443	1,488,164	19,300,000
239	Hinsdale Federal Savings & Loan Assn	475,762,000	N.A.	N.A.	N.A.	N.A.	N.A.
241	Joliet Federal Savings & Loan Assn	469,096,000	N.A.	N.A.	N.A.	N.A.	N.A.
246	Olympic Federal Savings & Loan Assn., Berwyn	460,408,000	N.A.	N.A.	N.A.	N.A.	N.A.
292	Clyde Federal S & L Assn., North Riverside	398,481,646	0	3,280,075	71,303,885	0	17,786,365
293	Northwestern Savings & Loan Assn., Chicago	397,115,000	N.A.	N.A.	N.A.	N.A.	N.A.
	INDIANA						
234	First Federal Savings & Loan Assn., Indianapolis	481,286,000	15,158,000	8,677,000	72,782,000	6,481,000	29,650,000
	IOWA						
132	American Fed. S & L Assn of Central Iowa, Des Moines	805,830,061	15,884,641	0	173,353,337	630,260	39,175,361
253	Midland Fin'l Savings & Loan Assn., Des Moines	444,074,425	0	10,066,817	97,441,668	703,036	14,304,880
	KANSAS						
50	Capitol Federal Savings & Loan Assn., Topeka	1,604,528,082	0	36,391,395	313,589,122	39,976,812	20,126,143
188	Mid Kansas Federal Savings & Loan Assn., Wichita	585,394,000	N.A.	N.A.	N.A.	N.A.	N.A.
247	Anchor Savings Assn., Kansas City	458,709,376	0	3,564,305	77,126,352	9,463,794	22,120,306
	KENTUCKY						
149	Great Financial Federal S & L Assn., Louisville	721,354,749	0	8,925,583	124,765,723	269,741	16,015,595
150	Cumberland Federal Savings & Loan Assn., Louisville	719,622,188	0	9,672,000	98,778,000	7,269,000	27,981,213
242	Future Federal Savings & Loan Assn., Louisville	468,666,151	0	15,201,650	122,420,594	N.A.	N.A.
268	Lincoln Federal Savings & Loan Assn., Louisville	429,041,529	0	5,383,093	47,532,437	2,063,221	11,538,436
	LOUISIANA						
168	Pelican Homestead & Savings Assn., Metairie	637,719,000	N.A.	N.A.	N.A.	N.A.	N.A.
187	Dixie Federal Savings & Loan Assn., New Orleans	587,834,612	0	0	119,483,962	3,198,124	8,789,894
280	Security Homestead Assn., New Orleans	413,195,000	N.A.	N.A.	N.A.	N.A.	N.A.
298	Capital-Union Savings, FA, Baton Rouge	391,570,300	N.A.	N.A.	N.A.	N.A.	N.A.
	MARYLAND						
91	Baltimore Federal Savings & Loan Assn	1,097,997,415	0	28,771,802	196,853,815	8,138,544	71,132,123
101	Loyola Federal Savings & Loan Assn., Baltimore	1,010,757,867	0	8,412,976	162,350,670	0	18,539,641
169	Standard Federal Savings & Loan Assn., Gaithersburg	635,260,797	0	26,531,003	297,378,030	327,118	14,638,347
	MASSACHUSETTS						
269	Home Owners Federal Savings & Loan Assn., Boston	428,616,000	9,669,000	13,306,000	126,453,000	2,540,000	11,147,000
	MICHIGAN						
12	First Federal of Michigan, Detroit	4,005,614,353	0	66,626,698	414,014,633	14,115,899	135,020,348
17	Standard Federal Savings & Loan Assn., Troy	3,342,154,506	0	47,459,917	606,963,708	10,084,313	119,214,912
63	Great Lakes Federal S & L Assn., Ann Arbor	1,370,536,987	0	10,817,135	195,315,202	23,711,558	41,559,943
125	Detroit & Northern Savings & Loan Assn., Hancock	818,160,000	0	9,358,000	111,646,000	3,000	1,396,000
251	Capitol Federal Savings & Loan Assn., Lansing	445,195,515	43,636	7,931,895	72,221,849	437,568	11,719,852
255	Mutual Savings & Loan Assn., Bay City	441,112,000	N.A.	N.A.	N.A.	N.A.	N.A.
259	First Federal Savings & Loan Assn., Kalamazoo	437,150,707	0	8,457,774	52,648,248	1,330,358	13,349,321
	MINNESOTA						
26	Twin City Federal Savings & Loan Assn., Minneapolis	2,665,641,000	N.A.	N.A.	N.A.	N.A.	N.A.
65	Midwest Federal Savings & Loan Assn., Minneapolis	1,361,157,221	0	10,358,446	91,947,184	516,503	72,065,261
74	First Federal Savings & Loan Assn., Minneapolis	1,213,101,239	0	23,082,192	144,501,352	4,794,862	38,749,346
95	Minnesota Federal Savings & Loan Assn., St. Paul	1,061,384,420	0	26,054,486	127,368,778	19,631,750	38,344,236
	MISSISSIPPI						
165	Unifirst Federal Savings & Loan Assn., Jackson	647,943,000	0	15,139,000	93,845,000	6,155,000	26,369,000
214	First Magnolia Federal S & L Assn., Hattiesburg	518,320,230	0	18,661,218	53,490,698	7,125,910	4,947,696
	MISSOURI						
22	Community Federal Savings & Loan Assn., St. Louis	2,835,412,903	0	54,372,055	288,660,302	6,660,582	150,501,306
30	Farm & Home Savings Assn., Nevada	2,322,191,470	0	42,366,316	390,792,767	9,519,244	66,362.513
121	Roosevelt Federal Savings & Loan Assn., St. Louis	834,195,544	0	19,533,590	86,088,118	0	31,470,805
142	St. Louis Federal Savings & Loan Assn	764,710,314	N.A.	N.A.	N.A.	N.A.	N.A.
223	United Postal Savings Assn., Kirkwood	498,952,027	0	12,688,100	29,340,304	0	21,011,477
228	Blue Valley Fed. Savings & Loan Assn., Kansas City	492,112,566	0	6,964,421	80,438,584	1,039,084	19,375,913
248	Home Savings Assn. of Kansas City	455,984,000	N.A.	N.A.	N.A.	N.A.	N.A.
252	Missouri Savings Assn., Clayton	445,000,000	0	5,179,840	92,104,639	40,728	30,253,689
	NEBRASKA						
70	Commercial Federal Savings & Loan Assn., Omaha	1,294,158,000	N.A.	N.A.	N.A.	N.A.	N.A.
116	First Federal Savings & Loan Assn., Lincoln	893,369,962	0	0	176,840,413	30,785,192	26,108,688
131	American Charter Federal S & L Assn., Lincoln	808,332,840	N.A.	1,224,580	92,789,006	N.A.	29,788,724
	NEVADA						
144	Nevada Savings & Loan Assn., Las Vegas	737,391,000	N.A.	9,324,000	239,149,000	21,373,000	26,795,000
193	First Western Savings Assn., Las Vegas	566,203,000	N.A.	N.A.	N.A.	N.A.	N.A.
271	First Federal Savings Assn. of Nevada, Reno	424,739,757	0	6,599,602	4,773,109	124,774,836	20,053,770
	NEW JERSEY						
11	City Federal Savings & Loan Assn., Elizabeth	4,572,022,000	729,000	241,257,000	799,486,000	56,422,000	208,368,000
16	Carteret Savings & Loan Assn., FA, Newark	3,459,787,000	0	50,043,000	582,666,000	80,033,000	N.A.
43	Suburban Savings & Loan Assn., Wayne	1,743,037,000	N.A.	N.A.	N.A.	N.A.	N.A.

Geographic Breakdown of Top 300 Savings & Loan Assns. Including a Breakdown of Selected Deposit Accounts

Rank 6/30/83		SELECTED BREAKDOWN OF DEPOSITS ON 6/30/83					
		Total Deposits 6/30/83	Demand Deposits	NOW Accounts	Money Market Deposit Accounts	Super NOW Accounts	IRA's Accounts
114	Lincoln Federal Savings & Loan Assn., Westfield	915,167,000	0	16,677,000	199,667,000	850,000	53,761,000
141	Columbia Savings & Loan Assn., Fair Lawn	767,031,899	0	4,253,357	150,979,574	18,950,737	56,352,521
174	Investors Savings & Loan Assn., Millburn	615,000,000	N.A.	N.A.	N.A.	N.A.	N.A.
177	Collective Federal S & L Assn., Egg Harbor City	605,386,273	N.A.	N.A.	N.A.	N.A.	N.A.
204	Queen City Savings & Loan Assn., Plainfield	547,081,000	N.A.	N.A.	N.A.	N.A.	N.A.
206	Crestmont Federal Savings & Loan Assn., Maplewood	542,657,053	0	11,290,574	89,834,668	21,546,786	24,512,409
207	Security Savings & Loan Assn., Vineland	542,116,767	2,898,297	16,085,239	101,577,191	5,760,279	33,314,567
215	Jersey Shore Savings & Loan Assn., Toms River	516,802,000	N.A.	N.A.	N.A.	N.A.	N.A.
221	Shadow Lawn Savings & Loan Assn., Long Branch	504,655,000	N.A.	N.A.	N.A.	N.A.	N.A.
236	Berkeley Fed. Savings & Loan Assn., Millburn	480,861,017	0	14,067,287	61,014,301	49,748,829	6,748,770
263	Statewide Savings & Loan Assn., Jersey City	434,220,757	0	5,288,270	71,371,793	510,730	8,429,721
287	Inter-Boro Savings & Loan Assn., Cherry Hill	404,492,883	0	3,179,100	61,257,668	3,073,445	65,691,228
	NEW MEXICO						
152	Albuquerque Federal Savings & Loan Assn	704,235,088	0	24,742,283	140,185,329	3,481,853	7,386,528
270	Sandia Federal Savings & Loan Assn., Albuquerque	425,203,000	N.A.	N.A.	N.A.	N.A.	N.A.
	NEW YORK						
14	Goldome Bank for Savings, Buffalo	7,853,640,000	N.A.	N.A.	N.A.	N.A.	N.A.
25	First Federal Savings & Loan Assn., Rochester	2,693,893,777	43,910,441	42,739,005	631,374,995	1,171,436	98,409,084
39	Suffolk County Federal S & L Assn., Centereach	1,944,629,125	1,557,832	31,366,596	545,085,019	962,160	91,210,585
57	Astoria Fed. Savings & Loan Assn., Queens, New York	1,484,166,369	0	5,273,594	252,080,929	14,243,111	67,872,581
110	Columbia Banking Federal S & L Assn. Rochester	958,095,557	N.A.	N.A.	N.A.	N.A.	N.A.
145	Century FS & LA of Long Island, Cedarhurst	736,504,353	N.A.	N.A.	N.A.	N.A.	N.A.
156	Columbia Savings, FS&LA, Queens, New York	696,581,557	N.A.	N.A.	N.A.	N.A.	N.A.
189	Suburbia Fed. Savings & Loan Assn., Garden City	581,780,266	0	18,313,062	170,410,444	365,594	N.A.
203	Washington Federal Savings & Loan Assn., New York	548,349,000	N.A.	N.A.	N.A.	N.A.	N.A.
230	Westchester Federal S & L Assn., New Rochelle	488,810,499	1,704,109	13,347,411	146,682,240	1,006,001	14,456,349
232	Bayside Federal Savings & Loan Assn., Queens, New York	483,863,176	0	13,536,397	63,261,719	0	9,272,597
238	Reliance Fed. Savings & Loan Assn., Garden City	476,174,418	0	9,449,201	113,854,344	0	1,920,789
272	Flushing Fed. Savings & Loan Assn., Queens, New York	423,863,644	0	5,520,778	122,797,390	0	11,822,234
294	Eastman Savings & Loan Assn., Rochester	397,107,407	17,883,729	821,034	90,096,343	0	39,283,000
	NORTH CAROLINA						
164	First American Federal Savings & Loan Assn., Asheboro	652,633,105	0	12,145,124	106,562,830	3,288,613	36,751,496
197	First Home Federal Savings & Loan Assn., Greensboro	558,163,143	0	14,002,192	148,812,630	336,432	15,212,045
	NORTH DAKOTA						
127	Metropolitan Federal Savings & Loan Assn., Fargo	813,299,298	0	13,654,395	92,165,062	7,367,656	23,871,995
231	Gate City Federal Savings & Loan Assn., Fargo	485,746,688	0	5,958,121	48,798,864	351,548	12,505,016
	OHIO						
53	Broadview Savings & Loan Co., Cleveland	1,565,353,582	0	45,306,262	229,736,087	2,789,110	74,237,530
68	Ohio Savings Assn., Cleveland	1,319,470,414	N.A.	39,990,149	288,898,188	1,497,124	61,601,179
72	Gem Savings Assn., Dayton	1,241,052,435	0	12,784,308	165,247,476	2,540,652	44,096,406
77	Citizens Federal Savings & Loan Assn., Dayton	1,196,334,730	0	11,070,599	196,318,437	27,023,628	48,309,727
93	Cardinal Federal Savings & Loan Assn., Cleveland	1,090,453,000	N.A.	N.A.	N.A.	N.A.	N.A.
109	Third Federal Savings & Loan Assn., Cleveland	961,210,201	N.A.	N.A.	N.A.	N.A.	N.A.
113	Mid-America Federal Savings & Loan Assn., Columbus	916,603,011	N.A.	N.A.	N.A.	N.A.	N.A.
119	First Federal Savings & Loan Assn., Toledo	853,462,293	0	9,027,172	236,501,183	0	54,962,736
128	Buckeye Federal Savings & Loan Assn., Columbus	813,051,189	0	32,323,242	107,920,424	0	18,153,764
130	Continental Federal Savings & Loan Assn., Cleveland	808,947,000	N.A.	N.A.	N.A.	N.A.	N.A.
133	Diamond Savings & Loan Co., Findlay	803,429,143	0	56,740,462	134,686,937	0	52,584,114
134	Eagle Savings Assn., Cincinnati	794,806,141	0	19,080,387	103,675,337	1,498,332	12,492,127
154	Citizens Savings Bank, Canton	698,380,384	0	7,837,166	66,043,264	2,430,294	N.A.
173	Home Savings & Loan Co., Youngstown	615,334,890	0	4,514,474	85,894,995	2,736,255	N.A.
178	First Federal Savings & Loan Assn., Canton	604,707,061	0	8,678,422	92,203,699	1,843,497	30,953,928
208	United Home Federal Savings & Loan Assn., Toledo	539,114,913	0	4,314,350	95,649,661	626,176	6,100,223
226	Equitable Federal Savings & Loan Assn., Lancaster	495,372,000	N.A.	N.A.	N.A.	N.A.	N.A.
274	Hunter Savings Assn., Cincinnati	420,145,000	N.A.	N.A.	N.A.	N.A.	N.A.
	OKLAHOMA						
98	Sooner Federal Savings & Loan Assn., Tulsa	1,040,118,000	N.A.	N.A.	N.A.	N.A.	N.A.
195	Local Federal Savings & Loan Assn., Oklahoma City	560,785,000	N.A.	N.A.	N.A.	N.A.	N.A.
200	Frontier Fed. Savings & Loan Assn., Ponca City	553,021,000	N.A.	N.A.	N.A.	N.A.	N.A.
222	Continental Fed. Savings & Loan Assn., Oklahoma City	501,242,000	N.A.	N.A.	N.A.	N.A.	N.A.
	OREGON						
34	Benjamin Franklin Federal S & L Assn., Portland	2,107,104,195	0	54,596,975	339,581,084	18,779,849	147,838,843
	PENNSYLVANIA						
40	Atlantic Financial Federal, Philadelphia	1,913,474,000	15,000	28,802,000	395,194,000	2,430,000	47,008,049
75	Horizon Financial, FA, Southamption	1,210,618,000	N.A.	N.A.	N.A.	N.A.	N.A.
87	First Federal Savings & Loan Assn., Pittsburgh	1,146,152,000	N.A.	26,535,000	296,422,000	2,913,000	12,504,000
106	Landmark Savings Assn., Pittsburgh	967,282,000	0	10,556,150	173,054,140	0	39,982,915
139	Commonwealth Federal S & L Assn., Norristown	771,692,295	0	N.A.	N.A.	0	N.A.
170	Red Hill Savings & Loan Assn	635,026,018	0	4,749,090	119,885,922	9,806,481	21,750,000
179	First Federal Savings & Loan Assn., Flourtown	603,030,000	300,000	10,000,000	129,000,000	400,000	28,000,000
254	Harris Savings Assn., Harrisburg	443,267,000	N.A.	N.A.	N.A.	N.A.	N.A.
256	Franklin First Federal S & L Assn., Wilkes-Barre	440,325,494	N.A.	N.A.	N.A.	N.A.	N.A.
262	Home Unity Savings & Loan Assn., Plymouth Meeting	434,293,000	N.A.	N.A.	N.A.	N.A.	N.A.
273	York Federal Savings & Loan Assn	420,815,896	0	12,260,891	84,821,513	1,180,050	24,169,557
	PUERTO RICO						
217	Caguas Federal Savings & Loan Assn	514,360,981	1,030,903	7,392,620	0	72,668,695	533,306
	RHODE ISLAND						
186	Old Colony Co-operative Bank, Providence	594,460,012	0	0	93,980,816	0	30,679,569
	SOUTH CAROLINA						
100	First Federal Savings & Loan Assn., Greenville	1,019,415,341	0	47,877,691	127,316,314	1,613,721	27,072,457
163	Security Federal Savings & Loan Assn., Columbia	673,746,849	0	13,024,240	91,657,348	46,168	31,104,346
205	South Carolina Federal Savings & Loan Assn., Columbia	546,377,000	0	10,976,173	93,423,634	233,581	33,559,586
278	First Federal Savings & Loan Assn., Charleston	415,693,936	0	12,167,479	79,994,930	255,312	21,349,735
	TENNESSEE						
80	Leader Federal Savings & Loan Assn., Memphis	1,173,112,079	0	20,372,181	265,047,938	0	52,501,354
158	Fidelity Federal Savings & Loan Assn., Nashville	687,528,335	0	9,922,505	108,230,535	1,479,401	N.A.
180	Metropolitan Federal S & L Assn., Nashville	602,911,913	N.A.	N.A.	N.A.	N.A.	N.A.
183	Home Federal Savings & Loan Assn., Knoxville	600,492,696	N.A.	N.A.	N.A.	N.A.	N.A.
297	Home Federal Savings & Loan Assn., Johnson City	392,397,704	0	5,740,180	53,800,391	431,191	10,032,371
	TEXAS						
23	Gibraltar Savings Assn., Houston	2,832,820,886	0	30,288,309	247,378,058	5,931,185	139,922,143
27	United Savings Assn., Houston	2,569,013,000	N.A.	N.A.	N.A.	N.A.	N.A.
35	University Savings Assn., Houston	2,056,908,743	89,256,781	73,962,492	222,229,231	0	97,866,863
42	First Texas Savings Assn., Dallas	1,854,406,138	N.A.	N.A.	N.A.	N.A.	N.A.
61	Dallas Federal Savings & Loan Assn	1,414,298,443	0	23,579,291	203,364,549	12,306,459	49,668,477
89	San Antonio Savings Assn	1,138,389,526	4,400,439	20,334,389	233,780,147	12,415,192	35,601,765
117	Texas Federal Savings & Loan Assn., Dallas	884,262,943	0	32,534,161	221,383,368	8,946,227	51,783,594
137	Gill Savings Assn., Hondo	776,001,809	N.A.	N.A.	N.A.	N.A.	N.A.
147	Guardian Savings & Loan Assn., Dallas	732,570,000	N.A.	N.A.	N.A.	N.A.	N.A.
162	City Savings & Loan Assn., San Angelo	678,184,000	N.A.	N.A.	N.A.	N.A.	N.A.
175	Lamar Savings Assn., Austin	613,255,552	9,827,929	11,399,454	64,480,477	747,196	8,364,080
213	Benjamin Franklin Savings Assn., Houston	519,463,558	4,127,466	20,947,208	55,995,309	1,397,637	28,285,738
227	Alamo Savings Assn., San Antonio	492,791,000	N.A.	N.A.	N.A.	N.A.	N.A.
257	Guaranty Federal Savings & Loan Assn., Galveston	439,542,523	0	14,422,723	85,567,372	395,326	8,147,552
284	Richardson Savings & Loan Assn	409,035,000	N.A.	N.A.	N.A.	N.A.	N.A.

Geographic Breakdown of Top 300 Savings & Loan Assns. Including a Breakdown of Selected Deposit Accounts

Rank 6/30/83		Total Deposits 6/30/83	SELECTED BREAKDOWN OF DEPOSITS ON 6/30/83 Demand Deposits	NOW Accounts	Money Market Deposit Accounts	Super NOW Accounts	IRA's Accounts
285	First Federal Savings & Loan Assn., Austin	405,876,018	0	7,757,816	76,007,641	3,316,019	12,372,354
286	Commerce Savings Assn., Angleton	405,237,000	N.A.	N.A.	N.A.	N.A.	N.A.
291	First Federal Savings & Loan Assn., San Antonio	399,349,543	0	14,098,822	115,129,008	1,182,240	13,634,994
295	Olney Savings Assn	395,603,086	0	17,316,663	44,091,173	5,601,339	11,511,816
296	Valley Federal Savings & Loan Assn., McAllen	394,535,000	N.A.	N.A.	N.A.	N.A.	N.A.
	UTAH						
45	American Savings & Loan Assn., Salt Lake City	1,651,782,000	N.A.	N.A.	N.A.	N.A.	N.A.
260	State Savings & Loan Assn., Salt Lake City	436,716,889	N.A.	N.A.	N.A.	N.A.	N.A.
275	Prudential Federal S & L Assn., Salt Lake City	418,178,891	0	527,000	156,252,000	0	2,579,000
	VIRGINIA						
52	Perpetual American Fed. S & L Assn., McLean	1,570,018,254	0	22,688,553	301,410,389	2,881,039	0
160	Continental Federal Savings & Loan Assn., Arlington	685,964,596	N.A.	N.A.	N.A.	N.A.	N.A.
237	Virginia Federal Savings & Loan Assn., Richmond	479,087,605	0	6,484,009	80,970,371	29,853,175	10,141,706
264	Life Federal Savings & Loan Assn., Norfolk	434,195,617	0	4,093,229	50,742,120	1,343,260	19,375,427
265	Dominion Federal Savings & Loan Assn., McLean	432,902,000	N.A.	N.A.	N.A.	N.A.	N.A.
281	Atlantic Permanent Federal S & L Assn., Norfolk	410,909,160	1,118,715	6,088,129	68,336,074	802,124	22,004,773
290	Heritage Savings & Loan Assn, Richmond	402,388,000	N.A.	N.A.	N.A.	N.A.	N.A.
	WASHINGTON						
184	Washington Federal Savings & Loan Assn., Seattle	597,835,000	0	0	219,381,232	0	29,272,904
267	Great Northwest Federal S & L Assn., Bremerton	429,256,107	0	14,099,111	111,345,510	1,170,739	11,266,568
	WEST VIRGINIA						
277	Charleston Federal Savings & Loan Assn	416,214,229	0	26,063,233	77,935,907	3,276,817	12,826,646
	WISCONSIN						
69	Security Savings & Loan Assn., Milwaukee	1,303,735,941	0	11,771,910	90,531,532	931,201	50,681,043
112	First Savings Association of Wisconsin, Milwaukee	949,020,208	0	25,999,848	120,810,673	2,766,484	58,404,564
155	Anchor Savings & Loan Assn., Madison	698,031,883	0	12,263,748	66,646,172	2,434,271	33,771,494
157	Mutual Savings & Loan Assn. of Wisconsin, Milwaukee	692,730,658	N.A.	N.A.	N.A.	N.A.	N.A.



Strategic Dates

When does that new regulation or law or change in operation go into effect that will affect your segment of the financial services industry? Some of the most important dates and anticipated developments appear below.

Sept. 17, 1983

VIDEOTEX: Videofinancial Services — a national home banking service sponsored by Banc One Corp., Security Pacific National Bank, Southeast First National Bank, and Wachovia Bank & Trust Co. — begins operation in 5,000 homes using the Knight-Ridder Corp. videotex network.

Sept. 30, 1983

BALDWIN-UNITED DEBT: In June five groups of Baldwin-United Corp. creditors accepted a "standstill agreement" that postponed interest payments on about half of the company's short-term debt until this date.

October 1983

FLOAT REDUCTION: The Federal Reserve Board begins adding the cost of intraterritory transportation float and other remaining categories of check float to the costs of its check collection service. When this is done, all check float arising from provision of check collection services to depository institutions will be eliminated or priced.

Oct. 1, 1983

TIME DEPOSITS: The Depository Institutions Deregulation Committee removed all remaining interest rate ceilings and other regulations on time deposits, except for early withdrawal penalties, effective on this date. An early withdrawal penalty equal to 31 days' intertest is required on deposits with maturities of one year or less. For deposit with maturities of one year or longer the early withdrawl penalty is 90 days' interest. A $2,500 minimum deposit is required for all accounts with maturities of 31 days or less.

OKLAHOMA BANK STRUCTURE LAW: The Oklahoma Legislature approved and the governor signed a sweeping bank structure bill that becomes effective on this date. The new law allows branch banking and multibank holding companies, ending a 20-year battle over those issues.

ELECTRONIC PAYMENTS: The Treasury Department begins using FedWire, the Federal Reserve System's communications network, for all government payments of more than $25,000.

Oct. 17, 1983

TV FILM: "Scandal in Willmar," a two-hour television movie based on a true story of eight women who struck their employer, a bank in Willmar, Minn., in 1977 will be shown on NBC.

Nov. 21, 1983

MARGIN RULES: The Federal Reserve Board's overhaul of its regulations on margin lending by brokers goes into effect.

Dec. 31, 1983

SINGLE-FIGURE EARNINGS: Securities and Exchange Commission rules require that banking companies, after this date, report profits on a single-figure bottom line, no longer separating results of securities transactions from operating income.

INSIDER LOANS: The SEC eases its disclosure regulations on loans banking comxanies make to their officers, directors, and principal shareholders. Before this date, disclosure was required if the loans exceeded $500,000 or 2.5% of stockholder equity. The new rules require disclosure only if the loans are nonperforming or were not made in the ordinary course of business. Banking companies will still have to report the total of all loans to insiders.

'TOP-HEAVY' PLANS: New rules for both defined-benefit and defined-contribution employee benefit plans that are considered "top-heavy" become effective with plan years beginning Dec. 31, 1983.

SAFE HARBOR LEASING: The Tax Equity and Fiscal Responsibility Act of 1982 repealed safe harbor leasing provisions for agreements entered into after this date. The act also establishes new rules for leasing transactions entered into from this time on.

SHELF REGISTRATION: The Securities and Exchange Commission's shelf registration rule are scheduled to expire. However, the SEC in June voted to seek comment on whether to extend the regulation, which allows major corporations to sell securities on short notice by filing a single document covering issues over a two-year period.

Jan. 1, 1984

AT&T BREAKUP: This is D-Day (Divestiture Day) for the American Telephone & Telegraph Co., which is spinning off its 22 telephone company subsidiaries.

NONBANK MORATORIUM: The Comptroller of the Currency's moratorium on the chartering of banks by securities firms and other nonbanking businesses expires.

THRIFT LENDING: Commercial lending at thrift institutions can equal 10% of assets. Until 1984, commercial lending cannot exceed 7.5% of assets at savings and loan associations and 5% of assets at mutual savings banks.

RATE DIFFERENTIALS: All thrift rate differentials on deposit accounts are eliminated.

LENDING LIMITS: Renewals or extensions of loans that do not conform to the Comptroller of the Currency's new regulations on lending limits must be brought into conformity before this date. Nonconforming loans made before the regulations were issued in April can stay on the books for the life of the loan.

January 1984

ELECTRONIC PAYMENTS: The Treasury begins using the National Automated Clearing House Association for small payments, those under $25,000.

Jan. 11, 1984

PENSION ACCOUNTING: The Financial Accounting Standards Board begins a three-day hearing on a discussion memorandum about accounting for pensions and other post-employment benefits. Written comments must be submitted by Dec. 1, 1983.

Feb. 2, 1984

RESERVES: The Federal Reserve Board's contemporaneous reserve requirements go into effect. Under the new rules, the lag between funds accepted by financial institutions and the posting of reserves will be reduced from two weeks to two days. The new requirements do not apply to depository institutions with less than $15 million in deposits. Feb. 2, 1984, also marks the deadline for the phase-in of new reserve requirements set by the Monetary Control Act of 1980. Originally the deadline was set for March 1, 1984.

Feb. 15, 1984

NEW YORK COMMISSION: New York State's Temporary Commission on Banking, Insurance, and Financial Services is scheduled to release its final report and go out of existence. The commission was created to study the state's financial institutions, including insurance companies, banks, and thrifts.

March 31, 1984

REPORTING REQUIREMENTS: Changes in bank call reports become effective with reports filed for the quarterly period ending on this date. The changes involve information on deposit and loan categories, average balances, and sources of income. (For more information, see the American Banker, July 1, 1983, page 1.)

Nov. 6, 1984

ELECTION: Americans go to the polls to elect governors, congressmen, senators, and a president.

Dec. 31, 1984

BHC FORMATION: Minority stockholders of banks that convert to bank holding cgmpany ownership can receive debentures for their stock without the recognition of taxable income if the holding company is formed before the later of this date or two years after the majority stockholders acquired control.

Jan. 1, 1985

ACCRUAL ACCOUNTING: Banks with less than $10 million in assets are required to prepare the reports of condition and income submitted to federal regulators on an accrual accounting method, rather than the cash method, beginning with the reports for March 31, 1985. Larger banks are subject to this requirement prior to this date.

March 31, 1986

RATE DEREGULATION: Congress mandated that the Depository Institutions Deregulation Committee eliminate all interest rate controls before this date. ■

IFE Chapter Names Crider as President

LOS ANGELES — Helen M. Crider is the new president of the reorganized Los Angeles chapter of the Institute of Financial Education.

Ms. Crider is a regional vice president of the Los Angeles-based Coast Federal Savings & Loan Association.

The chapter, headquartered at a branch office of Coast Federal, exists to serve the financial education needs of banks and savings and loan associations with branches in Greater Los Angeles County. ■

REAL ESTATE
New special
advertising feature
in **American Banker**

Home Savings Leads Top 100 Thrifts

Continued from page 1

breakdown. The geographical listing also shows five types of deposit accounts: demand deposit checking, NOW accounts, money market deposit accounts, Super NOW accounts, and the new IRA accounts.

In the new listing of the top 100 thrifts, after the first ranked Home Savings, second and third place go to two other California-based savings and loans: Great Western Savings FS&LA, Beverly Hills, with $12.3 billion in deposits at midyear; and California Federal Savings & Loan Association, Los Angeles, with $9.7 billion.

In fourth place is the Philadelphia Saving Fund Society, the nation's largest savings bank, with $9.2 billion in deposits.

(The American Banker published a listing of the top 100 savings banks on Aug. 5.)

In fifth place is State Savings & Loan Association, Stockton, Calif., with $8.5 billion in deposits.

In addition to Philadelphia Saving Fund, there were three other savings banks among the top 10 thrifts in the nation: sixth-ranked Goldome Bank for Savings, Buffalo, with deposits of $7.9 billion; ninth-ranked Dime Savings Bank of New York FSB, Brooklyn, with $6 billion; and 10th-ranked Metroplitan Savings Bank, also Brooklyn, with $5.7 billion in deposits.

Glendale Federal Savings & Loan Association, Calif., with $7.2 billion in deposits, ranked seventh. And American Savings FS&LA, Beverly Hills, ranked eighth.

On Aug. 5, the American Banker listed the 15 major conversions of S&Ls to savings banks it had been able to identify. However, since it had not yet received data from about 100 large S&Ls, it could not be sure it had identified all of the major conversions.

Now the data for all S&Ls have been received, and six additional conversions have been identified.

These six new savings banks are: Los Angeles Federal Bank (formerly Los Angeles Federal S&L Association); First Savings Bank of California, Santa Monica (formerly First Federal S&L Association); National Permanent Bank FSB, Washington, D.C. (formerly National Permanent Federal S&L Association); United Federal Savings Bank of Iowa, Des Moines (formerly United Federal S&L Association); First Financial Bank FSB, New Orleans (formerly First Homestead Federal S&L Association); and American Federal Bank, Greenville, S.C. (formerly American Federal S&L Association).

All six would have ranked among the top 100 savings banks in the nation if their data had been received in time to be included in that tabulation. National Permanent would have ranked 53d, with deposits of $726.5 million at midyear; American Federal Bank would have ranked 70th, with $603.6 million in deposits; United Federal Savings would have ranked 74th, with $581 million; First Financial Bank would have ranked 77th, with $561.6 million; Los Angeles Federal would have ranked 83d, with $507 million; and First Savings Bank of Calif. would have ranked 90th, with $460.2 million in deposits.

Other Survey Findings

• The total deposits of the top 100 thrift institutions were $295.8 billion on June 30, and the assets of the top 100 thrifts totaled $371 billion.

• The 30 savings banks in the top 100 thrifts had deposits of $87.6 billion, or 29.6% of the total deposits of the group; and the 70 S&Ls in the group had deposits of $208.2 billion, or 70.4% of the total.

• Three of the 30 savings banks were stock banks and 27 were mutuals. Among the 70 S&Ls, 38 are mutuals and 32 are stock.

• The total deposits of the top 300 savings and loans associations were $365.6 billion on June 30. ■

To Our Readers

The American Banker would appreciate your comments on the "Top 100 U.S Thrifts," "Top 300 S&Ls in the U.S.," and "Geographic Breakdown of the Top 100 U.S. Savings and Loans" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

US Trust . . .

Continued from page 1

The Florida firm is a wholly owned subsidiary of the New York-based U.S. Trust Corp., which already operates a state-charted commercial bank at two locations in New York City. U.S. Trust Corp.of New York is among the 15 largest trust companies in the country, serving what it calls "high net-worth individuals."

The $2.2 billion-asset parent company says it will ask the Federal Reserve Board for permission to operate the Florida subsidiary. The Fed regulates all bank holding companies.

Earlier this year, the Comptroller's office placed a moratorium on more nonbanking organizations offering banking services — which has become a growing trend in recent years. But the Comptroller approved U.S. Trust's application because it was filed before the moratorium took effect on April 5.

The Douglas Amendment of the Bank Holding Company Act of 1956 prohibits holding companies from opening full-fledged banking subsidiaries in more than one state.

U.S. Trust, like many other nonbanking firms, plans to escape the restrictions of the law by refraining from commercial lending activities.

Only those institutions that accept demand deposits and offer commercial loans are legally considered banks and thus fall under the holding company act's provisions.

By giving up commercial lending activities, U.S. Trust joins a host of other nonbanking organizations that have used a so-called loophole to offer banking services.

Rodney Woods, U.S. Trust's senior vice president for marketing, said his firm was simply following a "logical progression" in asking the government for permission to offer banking services to customers of the Florida trust company.

Although the Florida trust company would be banned from commercial lending, Mr. Woods said, it would be permitted to offer personal loans.

U.S. Trust opened the Florida representative office in 1977 and last year asked the Comptroller, which regulates national banks, for a federal charter.

Mr. Woods said, "We are pleased with the [Comptroller's] decision," and added that he hoped it would allow the Florida office to offer the same services as the corporation's New York bank.

The Comptroller has already approved several applications from Chase Manhattan Corp. and other out-of-state organizations asking for permission to offer limited banking activities through Florida trust companies.

Other such applications are pending and expected to be decided upon in the near future, a spokesman for the Comptroller said.

For instance, New York Fidelity National Bank and Trust Co., New York City, is awaiting word from the Comptroller on whether it may charter a bank that would become a subsidiary of Fidelity Group of Funds, Boston.

In addition, the Comptroller is still expected to rule on a request from American Pacific National Bank and Trust Co., Newport Beach, Calif., to become a subsidiary of American Pacific Corp., based in Irvine, Calif. ■

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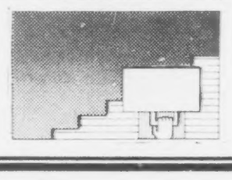

Executive Changes

Directors, Trustees

Arkansas

NATIONAL BANK OF COMMERCE OF PINE BLUFF: C. Joseph Giroir Jr. and **Jack I. Fleischauer Jr.** have been elected to the board of directors of National Bancshares Corp. and its wholly owned subsidiary, National Bank of Commerce of Pine Bluff.

Florida

SUN BANKS, Orlando: Robert C. Allen, vice president of Walt Disney World, has been elected to the board of directors of Sun Banks NA.

Illinois

COLONIAL BANK & TRUST CO., Chicago: Susan Lennox and **Philip Spiewak** have been appointed to the advisory board of directors. Ms. Lennox is president of Lennox Travel in Chicago, and Mr. Spiewak is a data processing manager for Central Supply Co., Chicago.

CHICAGO TITLE INSURANCE CO., Chicago: M. Leanne Lachman, president and chief executive officer of Real Estate Research Corp., has been elected to the combined board of directors of Chicago Title & Trust Co. and of the insurance company.

Maryland

SUBURBAN BANK, Bethesda: Walter M Meinhardt Sr. has been elected to the bank's board of directors. Mr. Meinhardt is president of Brandywine Auto Parts.

South Carolina

SOUTHERN BANK & TRUST, Greenville: Howard W. Covington Jr. has been elected to the bank's local advisory board. Mr. Covington is senior vice president for South Carolina operations of the Westminster Co. **Fletcher Kirkland,** managing partner of the Mackey Mortuary, also has been elected to the bank's local advisory board.

Ernest L. Ranft has been elected to the board of directors of Southern Bank's Columbia advisory board. Mr Ranft is president of the Canron Corp., Columbia. ■

Corporations

California

FUJITSU SYSTEMS OF AMERICA, Los Angeles: Joseph Anthony has been named vice president of finance and chief financial officer. He is responsible for overseeing financial reporting and control, cash and financing activities, business planning, contract administrations, pricing, and legal policies.

Colorado

WELLS FARGO AG CREDIT, Denver: Gregory T. Buenzli has joined its Englewood headquarters as senior vice president and chief credit officer.

Connecticut

BARCLAYS AMERICAN/BUSINESS CREDIT INC., East Hartford: James J. Brocker has been appointed economic analyst in the financial planning, systems, and controls department.

Capital Actions . . .

Continued from page 2

Bergen State Bank in Bergenfield, N.J. Including Bergen State Bank's assets of $132 million as of March 31, on a pro forma basis, the combined entity would have had assets in excess of $1 billion.

Proceeds to the company will be used to provide additional equity capital to Citizens First National Bank and to partially fund the impending acquisition of Bergen State Bank.

■

Standard & Poor's Corp. has announced it raised to A from A- its rating on senior debt of **NCNB Corp.**, Charlotte, N.C., and raised NCNB'S commercial paper rating to A-1 from A-2.

S&P said the positive rating change reflects a continued trend of improved earnings and profitability over the past three years. NCNB reported earnings of $77 million in 1982 before extraordinary items, which represented a return on average assets of 0.91% and a return on average equity of 16.05%.

Debt leverage at the holding company that is supporting recent acquisitions is considered high, S&P said. However, management is committed to reducing the level of debt used to finance acquistions. Capital ratios are adequate, and internal generation of capital has been satisfactory, S&P said.

Asset quality has weakened, but the level of problem loans remains very manageable, S&P said. The $11.6 billion-asset NCNB is the largest bank holding company in the Southeast, following two recent Florida acquisitions.

■

Mercantile Texas Corp., Dallas, raised its quarterly cash dividend from 30 cents per common share to 31 cents a share at its August directors' meeting.

The higher dividend is payable Sept. 30, 1983, to stockholders of record Sept. 15.

This increase was made in anticipation of the completion of Mercantile's proposed merger with Southwest Bancshares. It is expected that the Mercantile Texas dividend will be raised by the time of the merger to a level that provides equal dividends to those received by Southwest shareholders.

■

The American Stock Exchange has approved the listing of the common stock of of **First Arkansas Bankstock Corp.**, Little Rock.

The $1.1 billion-asset FABCO operates Worthen Bank & Trust Company NA, in Little Rock; First National Bank in Mena; The Stephens Security Bank; National Credit Corp., an industrial loan institution in Pine Bluff, and eight other subsidiaries.

In addition to its present 13 companies, FABCO has in the last four months announced four new proposed bank affiliations: First National Bank of Camden; First State Bank of Springdale; Peoples Bank & Trust Co. in Russellville, and First National Bank in Batesville.

For the first six months of the year, FABCO reported net income of $2.8 million, up slightly from the same period last year.

■

Sunwest Financial Services Inc., formerly First New Mexico Bankshare Corp., increased its quarterly dividend 19.2% to 31 cents per quarter, effective Oct. 1, 1983, to stockholders of record on Sept. 8.

Net earnings for the six months ended June 30 increased 5.1% over the same period in 1982, rising to $8.8 million. Total assets increased 10.1% to $1.835 billion, and deposits were $1.606 billion, an increase of 16%.

All 11 subsidiary banks are scheduled to change to the new name of Sunwest Bank on Aug. 29. —**Teresa Carson**

American Banker

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PSFS . . .

Continued from page 3

Any effort to equate the proposed conversion to a liquidation (in which case a different result might obtain) is therefore unrealistic.

"To compel, as plaintiffs suggest is constitutionally required, some form of payment or compensation to the depositors for their alleged 'ownership' interest in the surplus accumulated by PSFS over the past 167 years would not only frustrate and thwart the legislative intent in permitting such conversions in the first place, but would also confer a 'windfall' upon the current depositors which they neither earned nor bargained for."

Court papers indicated that about 16,700 depositors subscribed to 1,628,299 shares by the close of the subscription period — about 5% of the proposed total offering of 32 million shares.

According to the preliminary offering circular, PSFS said it assumed that about 25% of the 32 million shares would be purchased by depositors, along with trustees, officers, and employees, who are believed to have subscribed to about 400,000 shares.

Allen D. Black, attorney for the plaintiffs, said no decision has been made on whether to appeal the decision. ■

Market Accts. . . .

Continued from page 1

of the top 300 S&Ls.

In other words, the three new accounts — MMDAs, Super NOWs, and the IRAs — now account for about 24% of the total deposits at thrifts, with MMDAs the clear winner. ■

Loan Quality Slide Ending

Continued from page 1

because Congress may mandate additional reserves or writeoffs on foreign loans in conjunction with an increased U.S. contribution to the International Monetary Fund.

Loans are termed nonperforming when they have been renegotiated or when they have been put on nonaccrual status because interest or principal payments are past due.

As of June 30, the nation's Top 10 banking companies reported nonperforming loans that averaged 3.40% of net loans and lease financings. That was up only 8 basis points from the March 31 level of 3.32%.

In contrast, that ratio had climbed 48 basis points from December to March. The yearend 1982 average for the Top 10 companies was 2.84%, up from a midyear 1982 level of 2.25%.

Actual loan losses are also believed to be at or near their cyclical highs.

At the Top 10 banking companies, these net chargeoffs were virtually unchanged from the first quarter to the second. They increased slightly in absolute dollars but declined, as a percentage of net loans, from 0.13% to 0.12%.

Said Philip M. Hampton, executive vice president at Bankers Trust New York Corp.: "We believe the bad loans have peaked."

He continued, "You could have a

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Old National . . .

Continued from page 2

flexibility to choose its own partner, Old National's chief executive said.

"We didn't need to do it," said D. Michael Jones, president of Old National, of the deal which will give U.S. Bancorp 4.9% of Old National's voting common and the right to raise its stake as the barriers against interstate banking fall.

"But we asked ourselves: 'If we don't, are we just postponing the inevitable?' We decided that now we're getting back to health, we can pick our partner. I think we picked the premier financial institution in the Northwest."

Old National lost $14.8 million before securities transactions last year because of writeoffs on real estate loans made in California and Oregon by a consumer finance subsidiary. Although problem loans have been reduced, they are still sizable.

The Spokane company announced it made $2.3 million in the first half of 1983, although Mr. Jones admits it would have reported another loss if not for profits on the sale of securities.

Analysts say the capital infusion should provide an immediate boost to earnings because it will replace debt and reduce Old National's interest bill.

The company's primary capital, eroded by the losses, totals 5.55% currently, and Mr. Jones said that after the infusion it will be 6.78%.

Picking and Choosing

Analysts said Old National's recovery and its ability to unload the foreclosed properties it owns could be slowed by the recent rise in interest rates. Mr. Jones acknowledged higher rates will hurt, but he added, "So far the rise in rates has not affected real estate sales in California. But we expect it will hurt sales eventually."

Mr. Jones has been telling interviewers recently that Old National's improving fortunes had taken the edge off its search for a merger partner.

As recently as last week he told a Seattle newspaper, "We can pretty much pick and choose a partner for a capital injection. We have the luxury of a lot of alternatives, including the fact that maybe now we don't need to do anything."

During its long search and negotiations for a capital infusion, Old National used the help of Citibank's investment bankers, and U.S. Bancorp retained Salomon Brothers.

Mr. Jones said Old National will lobby hard in the next session of the Washington Legislature for a liberalization of laws which allow out-of-state banks into the state. Currently Washington banks must prove they are failing before they can be taken over by an out-of-state bank or bank holding company. Old National could not be considered as failing, Mr. Jones says.

The president of the Spokane company also said Old National and U.S. Bancorp will work together even before a merger takes place, perhaps in the areas of computerization and trust investments.

But executives of both companies caution that they must insure that none of the cooperative efforts take on any connotation of U.S. Bancorp controlling Old National. The Federal Reserve prohibits these stake-out transactions if it decides the investing bank is controlling the other. ■

Disclosure . ..

Continued from page 3

0.75% to 1% of assets. However, the only other information required for these loans is an aggregate dollar amount for these countries as a group, withhout a breakdown as to each country's loan totals or the condition of those loans.

This is consistent with what has been proposed by the bank regulators, according to the commission's staff.

The staff said another provision of the final rule requires disclosures of loans totaling 10% of a total portfolio that are made to borrowers engaged in a similar activity and subject to similar risks.

Edmund Coulson, deputy chief accountant of the SEC, said the 10% threshhold is not intended to indicate a specific level of prudent lending; rather it is to help investors evaluate loan portfolios.

Bank holding companies and their trade associations had been critical of the April proposal regarding additional disclosures, saying that much of the information would cause extra work that would not really serve to better inform investors.

Because full details of Thursday's final ruling were unavailable, a banking industry reaction to the decision could not be obtained. ■

Indirect Ownership Retained

KANSAS CITY, Mo. — The Federal Reserve Bank of Kansas City has approved the application by Commercial Bank Investment Company, Denver, Colo., to retain its indirect ownership of Century Bank Southeast NA, Englewood, Colo., and Century Bank North, Denver. ■

Loan Quality Slide Ending

Continued from page 47

problem, obviously, if the economy turns down, because a lot of people haven't recovered their vitality. But we don't see anything out there that looks terrible at this time."

Although the average level of nonperforming loans increased in the second quarter, many banking companies actually reported a decline. Indeed, half of the Top 10 bank holding companies said their nonperforming loans had declined from March 31 to June 30.

Housing Recovery Helped

First Interstate Bancorp., which has had one of the highest levels of problem loans in the Top 10, is one of the companies that saw its nonperformers drop. "What is helping us has been the recovery in the housing market," a First Interstate spokesman explained.

"We think we're going in the right direction. We think things are getting better."

Analysts say the speed at which each bank's problem loans will decline from here on depends upon the specific types of loans in the portfolio.

As shown at First Interstate, real estate loans have clearly been the first to bounce back. The renewed demand for housing has allowed developers to sell their inventory of completed homes and repay their loans. First Interstate's real estate-related nonperformers declined in three months from $766 million to $700 million.

On the negative side, though, it appears that problems in energy and overseas lending will persist for some time. Some banks are adding loans in these categories to the nonperforming ranks, while some other loans are performing again.

Discussing the outlook for energy loans, Mr. Hampton of Bankers Trust said: "The longer that industry is down, the more casualties you're going to have. And I would say it's still down."

Mr. Hampton said some additional loans to small oil-related businesses will probably have to be put on nonperforming status. But he doesn't expect many surprises because the industry's problems have led bankers to keep a very close watch on their energy borrowers.

Among the biggest banking companies, Continental Illinois Corp. has been particularly hard hit by the problems in the energy business. It continues to have the highest level of nonperformers in the group, 6.74% of net loans as of June 30.

Continental is still having problems with the energy loans it bought more than a year ago from the now-closed Penn Square Bank NA of Oklahoma City. The Chicago banking company charged off $45.1 million of Penn Square credits in the latest quarter, for a total to date of $264.1 million. And its $2.08 billion portfolio of nonperforming loans includes $492.3 million related to Penn Square.

Foreign Exposure 'Largest Problem'

In the foreign arena, the well-publicized problems of developing nations in meeting their debt payments are unlikely to dissipate and, indeed, could worsen.

That exposure is "the largest problem that faces money center banks," said George M. Salem, bank stock analyst with A.G. Becker Paribas Inc.

Over the past several quarters, many banks have put private-sector Latin American loans on nonperforming status. A Citicorp spokesman, for example, said that was a major factor in the substantial increase in that company's nonperformers from March to June.

James J. McDermott Jr., director of research at Keefe Bruyette & Woods Inc., said some banks have also put sovereign debt, such as part of their loans to Argentina, on nonperforming status.

Mr. Salem of Becker Paribas, for one, believes there are still a lot more loans left to go on the nonperforming lists. "The nonperforming loans don't seem to have risen to the degree that I would expect from my perception of the quality of the loans," he said.

There is also the possibility that the IMF funding bill now pending before a congressional conference committee will include measures that will boost nonperforming tallies or actual chargeoffs. Under the version passed by the House, banks could be required to take stiff writeoffs on some of their developing coutnry exposure. But bankers are hopeful something resembling the more lenient Senate bill will be passed.

More positively, bankers and analysts say there are not many big U.S. credits that are now emerging as problems. "Baldwin-United Corp. seems like the last hurrah on the domestic side," noted Keefe's Mr. McDermott, refering to the Cincinnati financial services company that is currently trying to restructure its debt.

Several of the large bank holding companies have lent money to Baldwin, but the outstanding loans are primarily in a well-secured acquisition credit. One exception is Chemical Bank, which also holds some Baldwin debentures and has a $30 million exposure that is less well-secured.

Chemical has reportedly written off a part of its exposure and put much of the rest on nonperforming status. ■

Chargeoffs and Loan Loss Reserves

In Millions of Dollars and as a Percentage of Net Loans and Lease Financings

	Net Chargeoffs			Loan Loss Reserve
	2nd Qtr. 1983	1st Qtr. 1983	2nd Qtr. 1982	6-30-83
Citicorp	81.0 0.09%	106.0 0.12%	77.0 0.10%	736.0 0.83%
BankAmerica Corp	144.5 0.19%	71.0 0.09%	88.0 0.12%	688.8 0 93%
Chase Manhattan Corp.	66.0 0.12%	64.0 0.12%	64.7 0.12%	552.8 1.03%
Manufacturers Hanover Corp.	38.2 0.08%	50.4 0.11%	18.3 0.04%	374.8 0.82%
J. P. Morgan & Co., Inc.	30.8 0.10%	38.9 0.12%	10.8 0.04%	416.0 1.29%
Chemical New York Corp.	26.0 0.09%	28.5 0.09%	19.5 0.07%	320.0 1.05%
Continental Illinois Corp.	83.9 0.27%	99.3 0.31%	82.2 0.24%	379.2 1.23%
First Interstate Bancorp.	43.6 0.19%	35.1 0.15%	24.6 0.11%	301.2 1.31%
Bankers Trust New York Corp.	5.4 0.03%	9.1 0.05%	22.9 0.12%	241.2 1.18%
Security Pacific Corp.	17.1 0.06%	28.6 0.11%	16.6 0.07%	327.5 1.23%
Total	**536.5**	**530.9**	**424.6**	**4,337.5**
Average	**0.12%**	**0.13%**	**0.10%**	**1.09%**

Minnesota Insurer, Bank Combine Term Insurance with IRA

Special to the American Banker

ATWATER, Minn. — Atwater State Bank will begin a joint venture with Minneapolis-based ITT Life Insurance Corp. this month to offer a new product that combines life insurance with an individual retirement account.

The venture will combine the company's term life insurance with an individual retirement account from the bank, and will compete with whole life insurance policies.

The insurance agency associated with the Atwater bank will sell the term life insurance, and combine that with an IRA, which will replace the savings portion of the old whole life policy.

Kenweth Schweiger, head of institutional sales for ITT Life, said, "This is the first venture between an insurance company and banks to enhance both institutions."

The new venture will probably receive a cold shoulder from the insurance industry, which would rather keep the savings portion of the life insurance accounts to themselves. ITT already received industrywide criticism for its recent pronouncement that the staple product of the life insurance industry, whole life insurance, is dead.

The insurance company recommended that its own customers, and those of other insurance companies, should trade in their old whole life policies for term insurance or new universal life insurance products without delay.

"I'm sure they view it as an unholy alliance," Mr. Schweiger said. "The insurance industry in general is much opposed to any kind of deregulation which would allow the banks to get into the insurance business."

Atwater State Bank, with $13 million in deposits, is the first in what ITT Life hopes to be a national network of banks and savings and loan associations selling the company's products, he said.

ITT Life anticipates signing up some of the Twin Cities banking behemoths, such as First Bank Minneapolis or Norwest Bank Minneapolis, with whom it is negotiating, Mr. Schweiger said.

The insurance company says the stability and trust represented by banks to its customers will be a good selling tool for its life insurance products. Also, ITT figures that its customers will find it more convenient to deal with the local bank concerning the savings portion of their life insurance than with a distant insurance company through the mail or on the telephone.

"There's a tremendous degree of confidence in the banking industry," Mr. Schweiger said. "Consumers go to the bank for financial advice. Traditionally, our industry has imposed our wishes on the consumer. We're very definitely in the selling business. They see banks more as counselors than as salespersons."

The Atwater bank, in turn, is the beneficiary of a sophisticated telephone marketing system developed by ITT Life, in addition to audio-visual sales presentations, computer programming, and some training. Also, a combined advertising program could benefit both.

Robert Meyerson, who owns the insurance agency associated with Atwater and is a part owner of the bank, said, "I am confident they (ITT) are more resourceful than I. They can market the products systematically and much more effectively than we could ourselves."

He also said he liked the idea of combining term life insurance with the IRA account.

"You can lose the cash value of your whole life policy when you die," Mr. Meyerson said. "It was their idea to put those savings in an IRA. I had been doing that myself, but I never thought of offering that as a product."

He also points out that those who are 59½ or older can draw their money without penalty; whole life customers can borrow only against the cash value of their policies, and must pay interest on the loan.

ITT Life is also bucking an industry stand by supporting efforts to further deregulate the financial industry, so that banks can enter all aspects of the insurance business, including underwriting. The company's peers in the insurance industry are dead set against these regulatory changes.

Restrictions Lifted for Thrifts

Until current restrictions are lifted, however, only banks that already have insurance agencies (many were "grandfathered," or benefited from an exemption created from their previous ownership of agencies, when the restrictions were adopted) will be allowed to participate in the program.

The restrictions were recently lifted for savings and loan associations, to which ITT is trying to appeal.

One of the insurance company's primary markets for its joint marketing programs is new entrants to the insurance industry. Novice banks and S&Ls will need help in setting up agencies and training employees, and ITT Life will offer that help.

The company's more than 8,000 agents, who contract independently with ITT, are likely to be displeased with it's efforts to promote its product among bank insurance agencies. Not only will the banks compete with the independent agents, but ITT Life will be encouraging its customers to trade in their old whole life policies for the new policy. The savings from the old policy will be transferred to the bank.

"I imagine some of our agents won't be real happy," Mr. Schweiger said.

The joint program will begin once ITT sets up a telephone marketing program for Atwater later this month, Mr. Meyerson said. ■

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Comment

Ruminating on The Fixed-Rate Loan

By SANFORD ROSE

If interest rates continue rising, the demand for fixed-rate loans is bound to increase. Are banks prepared to satisfy this demand? Most bankers would acknowledge that they are not.

Indeed, thoughtful bankers often wonder why their customers even want fixed-rate credit. To stabilize one's cost of capital in an unstable world would appear to be imprudent, to put it mildly. If rates continue to rise, the borrower will benefit. But if rates reverse course, the borrower can suffer grievously.

Most bankers conclude that what borrowers really want is a pseudo-fixed-rate loan — a loan with an option to prepay if rates fall, sometimes called a "put" option.

Conceivably, if banks were able to enforce sufficiently onerous prepayment penalties, the demand for fixed-rate credit would never materialize. On the other hand, it just might. In any event, most banks are now convinced that they must protect themselves against prepayment risk by incorporating penalties into the fixed-rate loan contract.

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Deposits Decline at Top 100 For First Time in 26 Years

Banks Attribute Drop to Foreign Balances

By KENNETH J. HICKS

NEW YORK — Total deposits of the top 100 commercial banks declined 3.6% in the six months ended June 30 and 0.3% from midyear 1982, the first declines recorded since 1957, when the American Banker began keeping track of these totals.

This is one of the findings of the American Banker's annual midyear review of the largest 300 commercial banks in the United States ranked by deposits.

Irving Trust Co., whose deposits declined 11.3% from a year ago and 8.7% from yearend 1982, fell to 17th place, its lowest ranking ever in the survey. Irving indicated a $1.9 billion foreign deposit decline from a year ago.

Chase Manhattan Bank NA, Manufacturers Hanover Trust Co., and Bankers Trust Co. also attributed some of their declines to lower deposits at their foreign offices.

Bankers Trust, ranked 10th, showed a $3.4 billion decrease in total deposits, which it said was primarily caused by a "first-half funding strategy."

According to a bank spokesman, "The bank ran off its large certificates of deposits and switched to short-term borrowings. A quirk in the repo [repurchase agreement] system" accounted for the large deposit loss.

In sharp contrast, the second and third 100 commercial banks showed 4.9% and 4.5% deposit gains from

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Litigation

Constitutionality of Regionalism Is Questioned in Conn.

By GORDON MATTHEWS

NEW YORK — Stamford commuters travel an hour to reach New York, but as they leave Connecticut and New England they also leave an interstate banking region that excludes New York banks. A federal judge may soon rule if such invisible borders are constitutional.

Northeast Bancorp. and its Stamford subsidiary, Union Trust Co., have begun a lawsuit to overturn the new Connecticut interstate banking law that limits mergers and acquisitions to banks in other New England states with similar banking laws.

The regional banking issue goes beyond New England and adjacent Middle Atlantic states like New York. Proposals for other banking regions covering several states, such as in the Southeast, are in at least the discussion phase.

Lawyers for Northeast allege that regional exclusiveness denies New England bank shareholders "the opportunity to realize the full value of their investment" by stopping them from soliciting or accepting merger offers from outside banking organiza-

➳ Connecticut: Page 6

Market Accounts 12% Of Top 300 Deposits

By L. MICHAEL CACACE

NEW YORK — The new money market deposit accounts, introduced last December, accounted for 11.9% of the total deposits of the top 300 commercial banks as of June 30, a selected breakdown of deposit accounts shows.

The bank with the largest amount of MMDAs is the nation's top bank in total deposits, Bank of America. It had $14.1 billion in these deposits on June 30, or 14.9% of its total deposits.

Chemical Bank, the nation's sixth

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The Top 300 Commercial Banks

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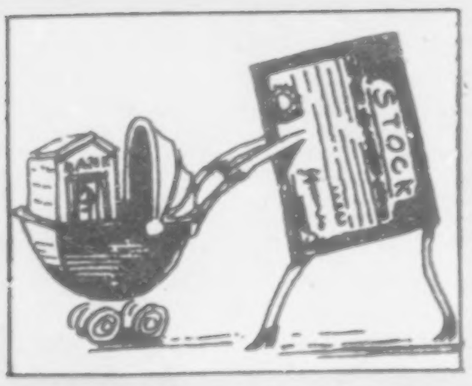

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Zaleski in New Post At Goldome Bank

BUFFALO, N.Y. — Peter P. Zaleski, executive vice president of Goldome Bank for Savings, has been named to head all banking divisions throughout New York State and Florida, a new post.

Mr. Zaleski joined Buffalo Savings Bank, now Goldome, in 1961 in the bank's executive development program. In 1972 Mr. Zaleski was elected senior vice president, bank services division, and promoted to group vice president, financial services group in 1976. He was elected executive vice president in 1982 and has served as the bank's negotiator in Goldome's recent mergers.

In this new post, all regional presidents will report to Mr. Zaleski.

Joining Goldome this month were H. Eugene Richards as group vice president and chief financial officer, and Thomas W. Bowen as group vice president for corporate services.

Mr. Richards has held executive and financial positions in a number of major international corporations. From 1971 to 1978 he served with the Carborundum Corp. of Niagara Falls first as vice president-finance and was later elected to the board of directors and was made an executive vice president. When Carborundum was acquired by the Kennecott Copper Corp. in 1978, Mr. Richards was elected executive vice president.

As Goldome' group vice president for corporate services, Mr. Bowen will oversee the general service area, as well as legal, real estate, and human resources management.

He is a retired brigadier general in the U.S. Army. Following a long career, in 1978 he became an executive vice president of Grex Inc., a real estate concern in Lake Charles, La. Most recently, he served as vice president of Acturial Associates of America Inc., an acturial consulting and employee benefits administration firm in Fayetteville, Ark. ■

Yalen Is Research Manager at Irving

NEW YORK — Gary N. Yalen has been elected a senior vice president of Irving Trust Co. and appointed manager of the investment research and trading division and chief investment officer of the fiduciary services group.

Mr. Yalen joined the bank in 1974 and served his entire career in the investment area. He was appointed an officer in 1957, and assistant vice president in 1976 and a vice president in 1978. ■

Summit Bancshares Approved

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of Summit Bancshares, Lee's Summit, Miss., to become a bank holding company by acquiring Bank of Lee's Summit, Miss. ■

'Speedy' Repo Approval Sought from Regulator

Munifacts News Wire Services

The Commodity Futures Trading Commission has been urged to grant "speedy approval" of futures contracts on 30- and 60-day repurchase agreements by Goldman, Sachs & Co., Citibank, and First Boston Corp.

However, commission staff indicate that consideration of the repo contracts is not likely until early next year. The contracts were proposed by the Chicago Board of Trade last spring.

The futures commission was told that "the dealer community is satisfied that the contracts as submitted will provide the market with an excellent risk-management tool."

Seattle-First National Bank also supports the contracts, noting that the 30-day contract "would greatly increase the flexbility and accuracy of our hedge design [and] would be the best available hedge for federal funds." ■

Top 300 . . .

Continued from page 1

yearend and 14.7% and 16.2% from a year ago, respectively. These were the best yearly deposit gains for these two groups since midyear 1972, when deposits grew 16.2% for the second 100 and 16% for the third 100.

The decline at the big banks was enough to drop total deposits of the top 300 commercial banks by 2% from yearend, to $1.031 trillion from $1.052 trillion. The top 300 deposits increased 2.6% from the midyear 1982 total of $1.005 trillion.

Those are the poorest deposit gain figures for the 300 largest commercial banks since midyear 1975, when deposits fell 8.7% from yearend 1974 and had an increase of 2.7% from midyear 1974.

Bank of America NT&SA, San Francisco, kept its hold on the No. 1 spot, with $94.8 billion in deposits. This was down from last year's $95 billion but was still almost $20 billion ahead of No. 2 ranked Citibank NA. Citibank posted a slight 1.3% gain in deposits, to $75.5 billion from $74.5 billion.

Chase Manhattan remained third in the rankings, reporting deposits of $57.7 billion. Chase's deposits were also down, from $59.3 billion at midyear 1982. Manufacturers Hanover, ranked fourth, likewise showed a loss in deposits, to $40.9 billion from $43.6 billion a year earlier.

Morgan Guaranty Trust Co., in fifth place, showed a flat deposit growth of 0.4% to $40 billion, up from $39.8 billion.

The ranking of the top five commercial banks hasn't changed since midyear 1976 when Chemical Bank slipped past Morgan into the fifth spot. Chemical, as it has been for the past several years, is sixth in the listings.

Other findings of the American Banker midyear review are:

- Deposits of the top 100 banks were $818.3 billion, 79.4% of the total deposits of the top 300 banks. The deposits of the second 100 were $135.8 billion, and the third 100 deposits were $77 billion.
- The number of banks with $1 billion or more in deposits increased to 195, up nine from 186 at yearend 1982 and up 26 from 169 at midyear 1982.
- Forty-two banks reached new highs in the rankings, but 40 reached new lows.
- There were 25 mergers among the top 300 banks in the first six months of this year and 59 for all of 1982.

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REGISTRATION and RECEPTION — 5:00 to 7:00

MONDAY, OCTOBER 3, 1983

WELCOME — Continental Breakfast — 8:00

FIRST SESSION — 8:30 to 10:00

CAPITALIZING ON EXISTING BANK MARKETS AND DISTRIBUTION SYSTEMS TO BUILD INSURANCE BUSINESS
• Profit/Market Dynamics in Banking • Earnings Growth from Non-Intermediation Sources • Services to Enhance the Intermediation Process • The Insurance Dimension of Existing Bank Markets — Retail, Commercial, and International • Leveraging Existing Bank Distribution Systems into Insurance • Insurance and Competitive Advantage in Banking

SECOND SESSION — 10:15 to 11:45

WHY INSURANCE?
• Understanding the History of Banks and Thrifts in Insurance • What Is the Role of Insurance in Financial Services • An Overview of Market Attractiveness • Resource Requirements for Successful Competitors

THIRD SESSION — 1:45 to 3:15

PROFIT OPPORTUNITIES AND RISKS IN INSURANCE
• Identifying Opportunities and Positioning for Insurance Products • The Pluses and Minuses of the Company Role and the Agency Role • Differences in Distribution Strategy: Agents or Employees • Market Choices: Group or Individual Strategies • The "ASO" Position : Does Administrative Service Only Provide Profit Opportunity Without Risk?

FOURTH SESSION — 3:30 to 5:00

EVALUATING MARKET ATTRACTIVENESS AND PRODUCT OPTIONS
A PANEL DISCUSSION: OPINIONS AND PERSPECTIVES
• The Property and Casualty Market • The Life and Group Market

RECEPTION — 5:30 to 7:00

TUESDAY, OCTOBER 4, 1983

FIRST SESSION — 8:30 to 10:00

THE EXECUTIVE DECISION: OPINIONS AND PERSPECTIVES ON EXPANDING IN FINANCIAL SERVICES
A PANEL DISCUSSION: OPPORTUNITIES FOR SYNERGY, PROBLEMS AND PITFALLS
• A Banker's View of Insurance • An Insurance Executive's View of Banking • A Regulator's View of Financial Services

SECOND SESSION — 10:15 to 11:45

MAKING YOUR OWN DECISION
• What to Look for in Evaluating the Insurance Business • The Key Issues Requiring Financial Analysis • Joint Venture, de Novo or Acquisition • Legal and Regulatory Strategy • Answers the Planners Should Have • Human Resources and Culture Questions • The Checklist for Success

LUNCHEON SPEAKER:
• Senator Jake Garn (R - Utah) Chairman, Senate Banking Committee

TUESDAY'S EXECUTIVE PANEL:
• David Wagstaff,III, Senior VP-Corporate Strategy and Development, Citicorp
• John Cox, Former Executive VP-Property/Casualty Insurance, INA Corp.
• Michael Bradfield, Esq., General Counsel, Federal Reserve Board

N.B. The Seminar will conclude at 11:45 AM on Tuesday, October 4.

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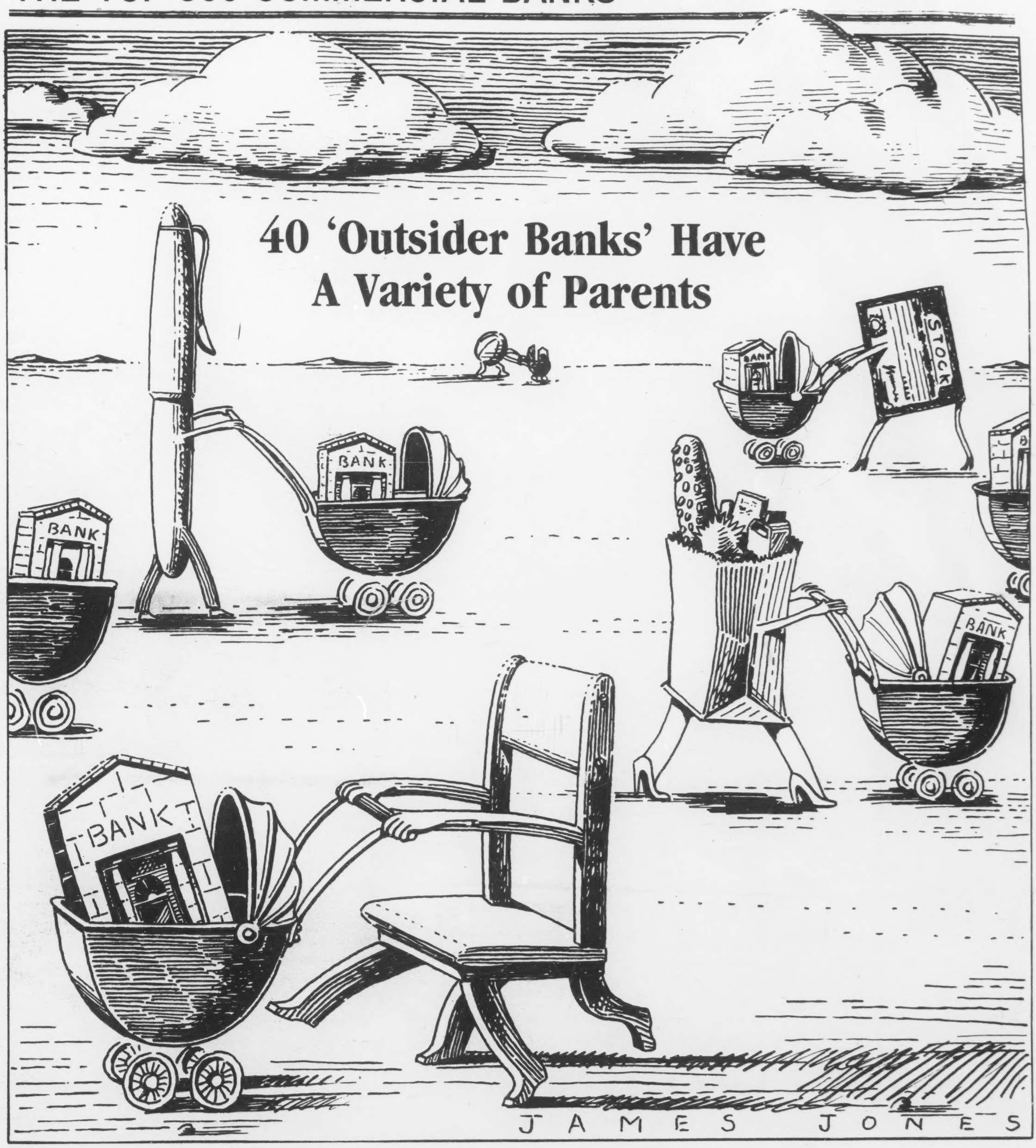
THE TOP 300 COMMERCIAL BANKS



40 'Outsider Banks' Have A Variety of Parents

By DAVID O. TYSON

AMERICAN BANKER has identified 40 banks and trust companies in operation today that are controlled by interests outside the commercial banking industry.

Their parents are thrift institutions, finance companies, life insurers, title insurers, mutual fund managers, investment counselors, brokerage houses, stock exchanges, a pen manufacturer, and a grocery chain.

Another 47 are queued up behind the outsider banks. They are the ones known to be either in formation, awaiting charter approval, chartered but not yet in operation, or awaiting acquisition. Of these, Dimension Financial Corp. has applied for national charters for 31 banks.

Congress may decide the future of many of these hopefuls. The Federal Reserve Board has asked for a moratorium on outsiders getting into banking and banks getting into outside activities until Congress acts. The Federal Deposit Insurance Corp. even wants Congress to require the divestiture of cross-industry acquisitions.

There is a known total of 40 banks and trust companies that are owned by nonbank parents, and others are waiting in the wings, says Mr. Tyson, an American Banker associate editor who specializes in trust banking.

The omnibus list of these 87 outsider-controlled institutions, actual and prospective, appears on pages 18 and 19. They are located in 29 states.

What are known as nonbank banks or loophole banks are

➳ Continued on Page 22

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

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32, 57-64, 66.

Banks Controlled by Those Outside

Including Pending and Planned Applications

Bank	Parent Company	Acquired/ Formed
ARIZONA		
Dimension Bank of Arizona NA, Phoenix	Dimension Financial Corp., Hutchinson, Kan.	(2)
CALIFORNIA		
American Pacific Natl. Bank & Trust Co., Newport Beach	American Pacific Corp.,Irvine, Calif.	(2)
Associates National Bank, Concord	Gulf & Western Corp., New York	1980
Avco National Bank, Anaheim	Avco Corp., Greenwich, Conn.	1982
Capital Guardian Trust Co., Los Angeles	The Capital Group Inc., Los Angeles	1968
Dimension Bank of California NA, San Mateo	Dimension Financial Corp., Hutchinson, Kan.	(2)
Pacific Securities Depository Trust Co., San Francisco	Pacific Coast Stock Exchange, San Francisco	1974
Security Trust Co., Los Angeles	Bradford National Corp., New York	1981
Trust Services of America Inc., Los Angeles	Calif. Federal Savings & Loan Assn., Los Angeles	1982
Valley National Bank of Salinas	Household International, Prospect Heights, Ill.	1981
Western Family Bank NA, Carlsbad	McMahan Valley Stores, Carlsbad	1982
COLORADO		
Dimension Bank of Colorado NA, Englewood	Dimension Financial Corp., Hutchinson, Kan.	(2)
Resources Trust Co., Englewood	Integrated Resources Inc., New York	1983
CONNECTICUT		
Citizens National Bank, Fairfield	Norwalk Savings Bank, Norwalk	(2)
Dimension Bank of Connecticut NA, Stamford	Dimension Financial Corp., Hutchinson, Kan.	(2)
DELAWARE		
Beneficial National Bank(USA), Wilmington	Beneficial Corp., Wilmington	(1)
Colonial National Bank, Wilmington	Teachers Svcs. Organizations, Willow Grove, Pa.	1982
Delaware Charter Guarantee & Trust Co., Wilmington	Corporation Service Co., Wilmington	1977
Dimension Bank of Delaware NA, Wilmington	Dimension Financial Corp., Hutchinson, Kan.	(2)
First National Bank of Wilmington	Commercial Credit Corp., Baltimore	(2)
E.F.Hutton Trust Co., Wilmington	E.F.Hutton Group Inc., New York	1983
E.F.Hutton Bank, Wilmington	E.F.Hutton Group Inc., New York	(2)
FLORIDA		
Dimension Bank of Boca Raton NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
Dimension Bank of Fort Myers NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
Dimension Bank of Sarasota NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
Dimension Bank of Winter Park NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
Templeton Management & Trust Co. NA, Ft. Lauderdale	Principals of the Templeton Group of mutual funds, Nassau, Bahamas	(2)
GEORGIA		
Capital City Bank, Hapeville	Prudential-Bache Securities Inc., New York	1983
Dimension Bank of Georgia NA, Atlanta	Dimension Financial Corp., Hutchinson, Kan.	(2)
ILLINOIS		
Chicago Title & Trust Co., Chicago	Lincoln National Corp., Fort Wayne, Ind.	1979
Dimension Bank of Illinois NA, Northbrook	Dimension Financial Corp., Hutchinson, Kan.	(2)
Midwest Securities Trust Co., Chicago	Midwest Stock Exchange, Chicago	1973
Washington National Trust Co., Evanston	Washington National Corp.	1975
KENTUCKY		
Dimension Bank of Kentucky NA, Louisville	Dimension Financial Corp., Hutchinson, Kan.	(2)
LOUISIANA		
Dimension Bank of New Orleans NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
MARYLAND		
Dimension Bank of Maryland NA, Bethesda	Dimension Financial Corp., Hutchinson, Kan.	(2)
T.Rowe Price Trust Co., Baltimore	T.Rowe Price & Associates Inc., Baltimore	(2)
MASSACHUSETTS		
Boston Safe Deposit & Trust Co.	Shearson/American Express Inc., New York	1981
Dimension Bank of Massachusetts NA, Newton	Dimension Financial Corp., Hutchinson, Kan.	(2)
Investors Bank & Trust Co., Boston	Eaton & Howard, Vance Sanders Inc., Boston	1969
Fidelity Management Trust Co., Boston	Fidelity Management & Research Co., Boston	1981
Marsh & McLennan Trust Co., Boston	Marsh & McLennan Inc., New York	1983
Massachusetts Co., Boston	Travelers Corp., Hartford, Conn.	1969
Trust Management Bank, Boston	Rollert & Sullivan Inc., Boston	(1)
Wellington Trust Co. of Boston NA	Wellington Management Co./Thorndike, Doran,Paine & Lewis, Boston	1982
MINNESOTA		
Dimension Bank of Minnesota NA, Edina	Dimension Financial Corp., Hutchinson, Ka.	(2)
IDS Trust Co., Minneapolis	Investors Diversified Services Inc., Minneapolis	1979

he Commercial Banking Industry

Bank	Parent Company	Acquired/ Formed
MISSOURI		
Dimension Bank of Missouri NA, Kansas City	Dimension Financial Corp., Hutchinson, Kan.	(2)
Investors Fiduciary Trust Co., Kansas City	DST Inc., Kansas City	1972
NEVADA		
Dimension Bank of Nevada NA, Las Vegas	Dimension Financial Corp., Hutchinson, Kan.	(2)
NEW HAMPSHIRE		
Fidelity Bank & Trust Co., Salem, N.H.	Fidelity Management & Research Corp., Boston	1983
First Deposit National Bank, Tilton	Parker Pen Co., Janesville, Wis.	1981
NEW JERSEY		
City Trust Services NA, Elizabeth	City Federal Savings & Loan Assoc., Elizabeth	1975
Dimension Bank of New Jersey NA, Morristown	Dimension Financial Corp., Hutchinson, Kan.	(2)
Drexel Trust Co., Paramus	Drexel Burnham Lambert Group Inc., New York	1983
Dreyfus Consumer Bank, East Orange	Dreyfus Corp., New York	1983
Federated Bank & Trust Co., Parsippany-Troy Hills	Aetna Life & Casualty Co., Hartford	(2)
Merrill Lynch Bank & Trust Co., Plainsboro Township	Merrill Lynch & Co. Inc., New York	(2)
NEW YORK		
Bradford Trust Co., New York	Bradford National Corp., New York	1972
Brown Brothers Harriman Trust Co., New York	Brown Brothers, Harriman & Co., New York	(2)
Depositors First National Bank, New York	General partners of Reserve Mgmt. Co., New York	(2)
Depository Trust Co. of New York	New York Stock Exchange and other users	1973
Dimension Bank of New York NA, White Plains	Dimension Financial Corp., Hutchinson, Kan	(2)
Dreyfus National Bank & Trust Co.	Dreyfus Corp., New York	(1)
Fidelity National Bank & Trust Co.	Fidelity Management & Research Corp., Boston	(2)
Savings Bank Trust Co., New York	Mutual savings banks of New York State	1933
J. & W. Seligman Trust Co., New York	J. & W. Seligman & Co., New York	1982
NORTH CAROLINA		
Manning & Napier Trust Co. Inc.	Manning & Napier Advisors Inc., New York	(4)
OKLAHOMA		
Dimension Bank of Oklahoma NA, Tulsa	Dimension Financial Corp., Hutchinson, Kan.	(2)
OHIO		
The Ohio Co. trust department, Columbus	The Ohio Co., Columbus	1976
OREGON		
Columbia Trust Co., Portland	Columbia Manageme Co., Portland	1980
Dimension Bank of Oregon NA, Portland	Dimension Financial Corp., Hutchinson, Kan.	(2)
PENNSYLVANIA		
Dimension Bank of Pennsylvania NA, Bryn Mawr	Dimension Financial Corp., Hutchinson, Kan.	(2)
Philadelphia Depository Trust Co., Philadelphia	Philadelphia Stock Exchange	1979
Vanguard Fiduciary Trust Co., Valley Forge	Vanguard Group of Investment Cos., Valley Forge	1982
RHODE ISLAND		
Dimension Bank of Rhode Island NA, Newport	Dimension Financial Corp., Hutchinson, Kan.	(2)
Mutual Benefit Trust Co., Providence	Mutual Benefit Life Insurance Co., Newark, N.J.	1983
TENNESSEE		
Dimension Bank of Tennessee NA, Nashville	Dimension Financial Corp., Hutchinson, Kan.	(2)
TEXAS		
Dimension Bank of Austin NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
Dimension Bank of Dallas NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
Dimension Bank of Houston NA	Dimension Financial Corp., Hutchinson, Kan.	(2)
Dimension Bank of San Antonio NA	Dimension Financial Corp.,Hutchinson, Kan.	(2)
UTAH		
American Investment Bank NA, Salt Lake City	Leucadia National Corp., New York	(2)
VIRGINIA		
Dimension Bank of Virginia NA, McLean	Dimension Financial Corp., Hutchinson, Kan.	(2)
WASHINGTON		
Dimension Bank of Washington NA, Bellevue	Dimension Financial Corp., Hutchinson, Kan.	(2)
Frank Russell Trust Co., Tacoma	Frank Russell Co. Inc., Tacoma	1980
Savings Bank Trust Co. Northwest, Seattle	Shearson/American Express Inc., New York	1970

(1) Chartered but not yet in operation. (2) Charter application pending. (3) Acquisition pending. (4) In formation, charter application not filed.

Some Outsider Entities Hold Charters from Last Century

Continued from page 17

only one kind represented in the group.

These are mostly the institutions, such as Dreyfus Consumer Bank, East Orange, N.J., whose parents escape regulation under the Bank Holding Company Act by taking demand deposits but making no commercial loans. A few, such as the proposed Merrill Lynch Bank & Trust Co. in New Jersey, make commercial loans but take no demand deposits. The Bank Holding Company Act defines a commercial bank as one that does both.

These are mostly the institutions, such as Dreyfus Consumer Bank, East Orange, N.J., whose parents escape regulation under the Bank Holding Company Act by taking demand deposits but making no commercial loans. A few, such as the proposed Merrill Lynch Bank & Trust Co. in New Jersey, make commercial loans but take no demand deposits. The Bank Holding Company Act defines a commercial bank as one that does both.

Others are pure or nearly pure trust companies, confining their business to trust banking. Some of these, such as IDS Trust Co. in Minneapolis, are nondeposit institutions: They take no deposits in any way, shape, or form. Balances are kept in other banks.

Their parents are thrift institutions, finance companies, life insurers, title insurers, mutual fund managers, investment counselors, brokerage houses, stock exchanges, a pen manufacturers, and a grocery chain.

The Depository Trust System

Prominent among these nondeposit trust companies are the four set up as the nation's book-entry securities depository system. The first, largest, and only one with banks among its owners is Depository Trust Co. of New York, whose stock is user-owned.

Only 37% of DTC stock is held by banks, however. They are the 27 bank participants that opted to buy in. The New York Stock Exchange owns 40.5% and the rest is divided among the American Stock Exchange, National Association of Securities Dealers, and broker-dealers.

The three other depository trust companies are wholly owned by their sponsoring stock exchanges — the Midwest Stock Exchange, Pacific Stock Exchange, and Philadelphia Stock Exchange.

Last year, the New England Securities Depository Trust Co. surrendered its trust charter and its work was absorbed by Depository Trust of New York. It was owned by the Boston Stock Exchange.

Other trust companies take deposits but only those that arise in the course of their trust business. These balances can be huge.

At midyear, for example, Bradford Trust Co., New York, had $541 million deposits generated by its trust activities, most of them of a nonfiduciary nature. The subsidiary of Bradford National Corp. is involved in corporate and mutual fund shareholder services, securities custody, asset recordkeeping, employee benefit trust, and personal trust services.

A Broker's Trust Department

Two institutions on the list have been shoehorned into the definition of control by outsiders. They may not meet the criteria strictly interpreted but they seem to belong.

One is the proposed Depositors First National Bank in New York, whose organizers are led by the two founders of The Reserve Fund, the first money market mutual fund. Neither bank nor fund will control the other if the national bank charter is granted, and they will have no executives in common.

The other is The Ohio Co. of Columbus, Ohio. It is the only brokerage house with a trust department which operates as an integral part of the firm, not as a separate affiliate.

A regional firm with more than 50 offices in seven states, The Ohio Co. obtained trust powers in 1976 when Ohio state law permitted it. The legislature since has plugged what bankers in that state viewed as a loophole.

Today, the trust department of the firm manages about $60 million assets, most of them in qualified pension plans.

It has only a few individual retirement accounts and Keogh Plans. And Clarence A. Petersen, executive vice president for trust/asset management, says its personal trust business is small and selective.

"We've tried to restrict it pretty much to individuals who, in one way or another, are connected with existing customers," he says. "It's more of an ancillary to our ERISA-type business." This was a reference to the Employee Retirement Income Security Act.

Aside from trust assets, The Ohio Co. manages about $450 million in other accounts. These include an equity mutual fund — the $15.7 million Cardinal Fund — and a money market fund — the $294 million Cardinal Government Securities Trust.

To invest trust cash, Mr. Petersen says The Ohio Co. avoids its own money market fund for conflict-of-interest reasons and uses Vanguard and T. Rowe Price funds instead.

Ancient Charters, Modern Uses

Some of the banks and trust companies on the list have ancient charters.

Delaware Charter Guarantee & Trust Co. in Wilmington, Del., has a state charter granted in 1899 but never activated until 1977 by its owner, Corporation Service Co., Wilmington-based agent for lawyers and their corporations.

The trust company is neither an investment manager, custodian, lender

➤➤ Charters: Page 32

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Nonbank Bank Holding Companies Have Competitive Edge

Continued from Previous Page

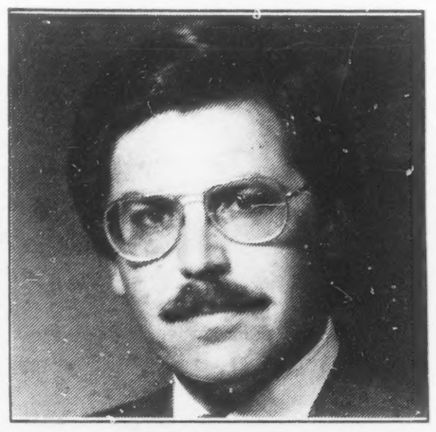
plus a broad range of other financial and nonfinancial services. This class of bank holding companies — nonbank bank holding companies — will, of course, compete for customers with established banks and bank holding companies. Eventually, because of the competitive advantages of unregulated diversified financial services — especially when they own nonbank banks — regulated bank holding companies will suffer adverse and debilitating financial consequences that will threaten their long-term viability.

To be sure, in the arcane world of bank regulation there are loopholes available even to bank holding companies. For example, it is questionable whether the Federal Reserve Board has the authority to regulate the nonmember bank subsidiaries of bank holding companies, and thus bank holding companies may be able to purchase insured nonmember banks that can take advantage of (i) state laws permitting banks to engage in nonbanking activities directly or through subsidiaries — South Dakota's insurance activities law is the most prominent of these -- and (ii) the FDIC's interpretation of the Glass-Steagall Act, which would allow insured nonmember banks to own securities firms. Accordingly, the response of bank holding companies to the growth of diversified financial services firms as nonbank bank holding companies might be to offer nonbanking services through subsidiary banks chartered under the laws of accommodating states.

But at this point, of course, we have entered the lawyer's fantasy world — the competitive thrusts and counterthrusts of giant industries acted out on a playing field of loopholes. The ultimate result will be the breakdown of the federal bank regulatory structure.

The time has come, then, for Congress to provide a new framework for the regulation of bank holding companies. The administration's proposal for deregulation of depository institution holding companies — the Financial Institutions Deregulation Act — provides such a framework. By defining any entity that controls an insured bank as a bank holding company, FIDA closes the nonbank bank loophole. At the same time, by permitting bank holding companies to offer a broader range of nonbanking financial services — including insurance, securities, real estate, investment advice, and other services of a financial nature — FIDA would allow all financial services firms that own insured banks or S&Ls to compete within a universally applicable statutory framework.

With the administration's proposal now before Congress, the opportunity to create an enduring structure for competitive equity among financial services firms is at hand. ■



PETER J. WALLISON

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Charters . . .

Continued from page 22

nor deposit-taker. Instead, it is trustee for various kinds of prototype retirement plans that brokers offer customers.

The charter of Boston Safe Deposit & Trust Co. dates from 1867 when it was established as Boston Safe Deposit Co. "Trust" was dropped into the name in 1874.

The bank management formed Boston Co. Inc. in 1964 and it acquired all the bank's stock in 1965. Then in September 1981, Shearson/American Express Inc. acquired Boston Co. Its parent — American Express Co. — avoided registration as a bank holding company because Boston Safe makes no commercial loans.

The oldest charter of all among those on the list dates from 1818. It is held by Massachusetts Companies, a Boston trust institution. Travelers Corp. acquired it in 1969 and combined it this year with Keystone Custodian Funds Inc. in the Keystone Massachusetts Group. ■

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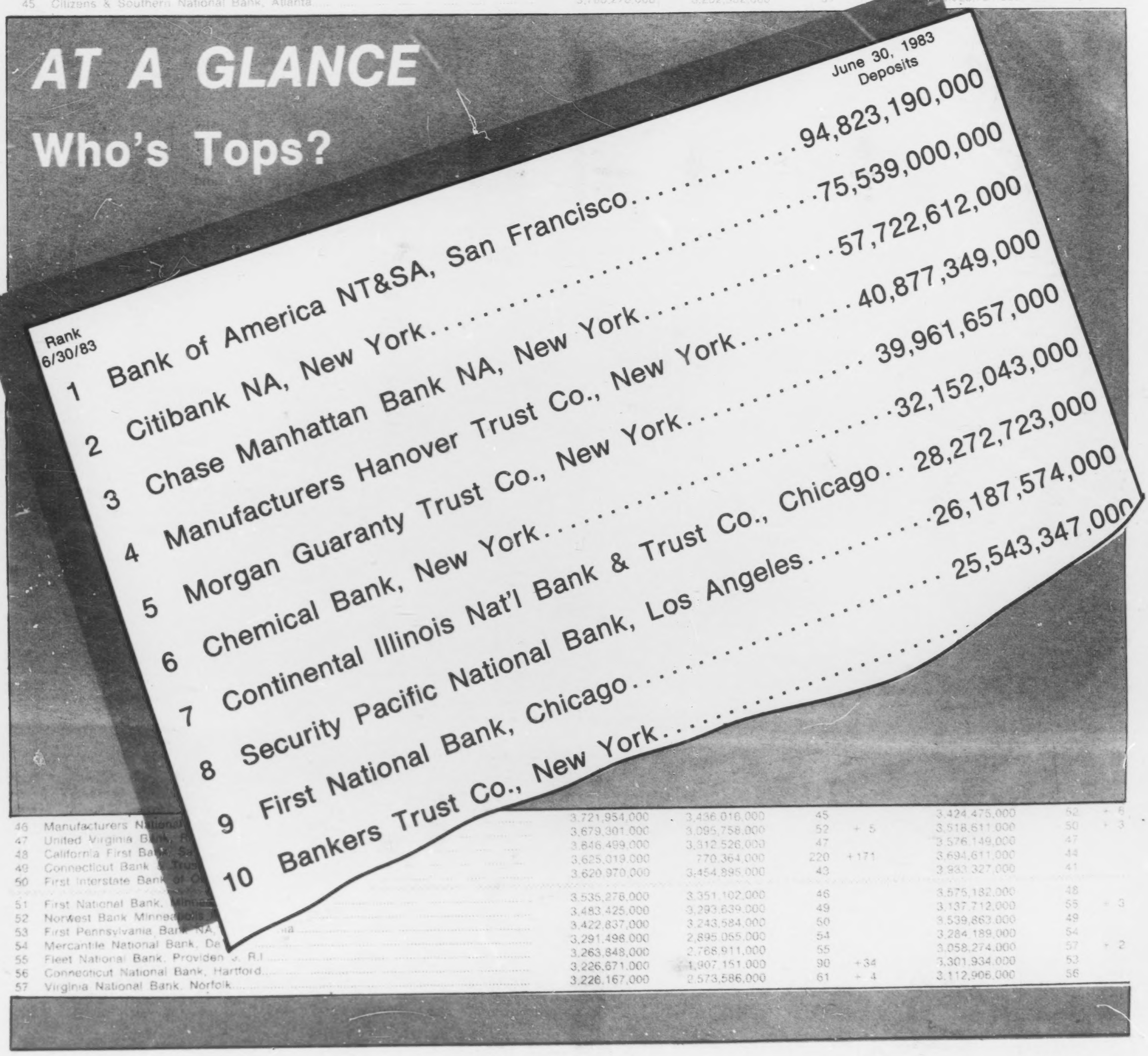
American Banker ranks the 300 Largest Commercial Banks


AT A GLANCE
Who's Tops?
June 30, 1983 Deposits
Rank 6/30/83
1 Bank of America NT&SA, San Francisco.....94,823,190,000
2 Citibank NA, New York.....75,539,000,000
3 Chase Manhattan Bank NA, New York.....57,722,612,000
4 Manufacturers Hanover Trust Co., New York.....40,877,349,000
5 Morgan Guaranty Trust Co., New York..... 39,961,657,000
6 Chemical Bank, New York.....32,152,043,000
7 Continental Illinois Nat'l Bank & Trust Co., Chicago.. 28,272,723,000
8 Security Pacific National Bank, Los Angeles.....26,187,574,000
9 First National Bank, Chicago..... 25,543,347,000
10 Bankers Trust Co., New York.....

The Top 300 Commercial Banks in U.S.

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

Compiled and Copyright by the American Banker in Cooperation with Polk's Bank Directory.

Rank 6/30/83		June 30, 1983 Deposits (a)	June 30, 1982 Deposits (a)	Rank and Gain from 6/30/82		Dec. 31, 1982 Deposits (a)	Rank and Gain from 12/31/82	
1	Bank of America NT&SA, San Francisco	94,823,190,000	95,665,598,000	1		95,037,498,000	1	
2	Citibank NA, New York	75,539,000,000	74,554,000,000	2		74,544,000,000	2	
3	Chase Manhattan Bank NA, New York	57,722,612,000	61,100,282,000	3		59,316,797,000	3	
4	Manufacturers Hanover Trust Co., New York	40,877,349,000	40,303,712,000	4		43,579,255,000	4	
5	Morgan Guaranty Trust Co., New York	39,961,657,000	37,118,608,000	5		39,807,553,000	5	
6	Chemical Bank, New York	32,152,043,000	32,222,974,000	6		29,684,938,000	6	
7	Continental Illinois National Bank & Trust Co., Chicago	28,272,723,000	29,302,661,000	7		28,635,668,000	7	
8	Security Pacific National Bank, Los Angeles	26,187,574,000	24,151,387,061	10	+2	25,791,750,980	9	+ 1
9	First National Bank, Chicago	25,543,347,000	25,312,526,000	8		27,495,357,000	8	
10	Bankers Trust Co., New York	21,912,127,000	24,873,593,000	9		25,306,318,000	10	
11	Wells Fargo Bank NA, San Francisco	19,396,066,000	17,711,888,000	11		18,065,044,000	12	+ 1
12	Crocker National Bank, San Francisco	18,726,080,000	17,711,291,000	12		18,334,746,000	11	
13	Marine Midland Bank NA, Buffalo, N.Y.	16,024,490,000	15,075,627,000	13		15,286,733,000	14	+ 1
14	First Interstate Bank of California, Los Angeles	15,188,071,000	14,706,001,000	14		15,950,069,000	13	
15	Mellon Bank NA, Pittsburgh	13,014,230,000	12,433,703,000	16	+ 1	12,891,198,000	15	
16	First National Bank, Boston	11,374,496,000	11,202,214,000	17	+ 1	10,960,124,000	17	+ 1
17	Irving Trust Co., New York	11,351,997,000	12,792,426,145	15		12,435,442,000	16	
18	Bank of New York	9,314,142,000	8,784,198,000	18		8,874,136,241	18	
19	RepublicBank Dallas NA	8,279,843,000	7,186,003,000	22	+ 3	7,878,961,000	22	+ 3
20	InterFirst Bank Dallas NA	7,658,553,000	7,691,595,000	20		7,886,254,000	21	+ 1
21	First City National Bank, Houston	7,360,433,000	6,474,502,000	23	+ 2	7,908,839,000	20	
22	National Bank of Detroit	7,225,268,000	7,592,047,000	21		7,342,643,000	23	+ 1
23	Republic National Bank, New York	7,036,891,000	6,461,157,000	24		6,925,592,000	24	+ 1
24	Texas Commerce Bank NA, Houston	6,568,168,000	6,075,162,000	25	+ 1	6,834,611,000	25	+ 1
25	NCNB National Bank of N.C., Charlotte	6,229,572,000	5,396,894,000	27	+ 2	6,101,833,000	26	+ 1
26	Seattle-First National Bank	6,217,907,000	8,611,808,000	19		8,215,778,000	19	
27	Southeast Bank NA, Miami	6,206,422,000	5,072,501,000	29	+ 2	5,554,736,000	27	
28	Valley National Bank, Phoenix	6,149,104,000	5,332,377,000	28		5,530,945,000	28	
29	National Bank of North America, New York	5,339,878,000	5,417,155,000	26		5,218,623,000	30	+ 1
30	Union Bank, Los Angeles	5,179,686,000	4,886,000,000	30		5,436,326,000	29	
31	Wachovia Bank & Trust Co. NA, Winston-Salem, N.C.	5,137,513,972	4,527,410,633	33	+ 2	4,940,353,358	31	
32	Philadelphia National Bank	4,656,890,000	4,138,676,000	36	+ 4	4,191,780,000	37	+ 5
33	Harris Trust & Savings Bank, Chicago	4,613,645,000	4,636,013,000	31		4,727,252,000	33	
34	Pittsburgh National Bank	4,599,477,000	4,575,907,000	32		4,795,893,000	32	
35	Rainier National Bank, Seattle	4,504,414,183	4,459,269,035	34		4,261,717,794	36	+ 1
36	Comerica Bank-Detroit	4,344,650,000	3,883,068,000	39	+ 3	4,315,387,000	35	
37	European American Bank & Trust Co., New York	4,307,295,000	3,694,975,000	41	+ 4	3,619,417,000	46	+ 9
38	BancOhio National Bank, Columbus	4,280,856,000	4,076,714,000	37		4,334,176,000	34	
39	AmeriTrust Co., Cleveland	4,268,437,000	4,073,055,000	38		4,164,729,000	38	
40	Northern Trust Co., Chicago	4,252,034,000	4,414,609,000	35		4,100,789,000	39	
41	First Union National Bank, Charlotte, N.C.	4,122,724,000	3,578,022,000	42	+ 1	3,707,503,000	43	+ 2
42	United States National Bank of Oregon, Portland	4,109,680,000	3,782,357,000	40		4,051,069,000	40	
43	First Interstate Bank of Arizona NA, Phoenix	3,860,626,000	3,441,224,000	44	+ 1	3,622,580,000	45	+ 2
44	Bank of Tokyo Trust Co., New York	3,840,768,530	3,297,046,000	48	+ 4	3,506,813,027	51	+ 7
45	Citizens & Southern National Bank, Atlanta	3,780,278,000	3,202,582,000	51	+ 6	3,928,721,000	42	
46	Manufacturers National Bank, Detroit	3,721,954,000	3,436,016,000	45		3,424,475,000	52	+ 6
47	United Virginia Bank, Richmond	3,679,301,000	3,095,758,000	52	+ 5	3,518,611,000	50	+ 3
48	California First Bank, San Francisco	3,646,499,000	3,312,526,000	47		3,576,149,000	47	
49	Connecticut Bank & Trust Co. NA, Hartford	3,625,019,000	770,364,000	220	+171	3,694,611,000	44	
50	First Interstate Bank of Oregon NA, Portland	3,620,970,000	3,454,895,000	43		3,933,327,000	41	
51	First National Bank, Minneapolis	3,535,278,000	3,351,102,000	46		3,575,182,000	48	
52	Norwest Bank Minneapolis NA	3,483,425,000	3,293,639,000	49		3,137,712,000	55	+ 3
53	First Pennsylvania Bank NA, Philadelphia	3,422,837,000	3,243,584,000	50		3,539,863,000	49	
54	Mercantile National Bank, Dallas	3,291,498,000	2,895,055,000	54		3,284,189,000	54	
55	Fleet National Bank, Providence, R.I.	3,263,848,000	2,768,911,000	55		3,058,274,000	57	+ 2
56	Connecticut National Bank, Hartford	3,226,671,000	1,907,151,000	90	+34	3,301,934,000	53	
57	Virginia National Bank, Norfolk	3,226,167,000	2,573,586,000	61	+ 4	3,112,906,000	56	
58	Riggs National Bank, Washington, D.C.	3,133,952,000	3,058,634,000	53		3,053,836,000	58	
59	Israel Discount Bank of New York	3,111,048,000	2,480,469,000	64	+ 5	2,835,902,000	65	+ 6
60	Maryland National Bank, Baltimore	3,073,346,000	3,678,442,462	57		2,842,731,000	64	+ 4
61	Fidelity Bank, Philadelphia	3,072,988,000	2,669,039,498	58		3,040,337,000	59	
62	Bank of New England NA, Boston	3,042,879,000	2,652,063,000	59		2,881,210,000	61	
63	Huntington National Bank, Columbus, Ohio	2,997,082,000	2,617,889,000	60		2,875,519,000	62	
64	Lincoln First Bank NA, Rochester, N.Y.	2,984,588,000	2,722,384,000	56		3,021,164,000	60	
65	First National Bank, Atlanta	2,907,191,000	2,317,073,000	71	+ 6	2,786,923,000	66	+ 1
66	American Security Bank NA, Washington, D.C.	2,818,616,000	2,390,649,000	67	+ 1	2,673,937,000	69	+ 3
67	Bank of Hawaii, Honolulu	2,731,788,000	2,353,182,000	69	+ 2	2,579,918,000	72	+ 5
68	Bank of Virginia, Richmond	2,638,120,000	2,397,139,000	66		2,581,550,000	71	+ 3
69	Bank of the Southwest NA, Houston	2,620,732,000	1,963,659,000	85	+16	2,516,581,000	73	+ 4
70	Girard Bank, Philadelphia	2,613,313,000	2,516,612,000	62		2,860,213,000	63	
71	Fidelity Union Bank, Newark, N.J.	2,592,402,966	2,240,891,000	74	+ 3	2,502,649,629	74	+ 3
72	Bank of California NA, San Francisco	2,561,303,000	2,292,173,000	72		2,734,776,000	68	
73	Provident National Bank, Philadelphia	2,554,445,000	2,244,966,000	73		2,762,159,000	67	
74	Equibank, Pittsburgh	2,489,131,000	2,343,388,000	70		2,453,936,000	75	+ 1
75	First Wisconsin National Bank, Milwaukee	2,387,249,000	2,363,582,000	68		2,371,073,000	78	+ 3
76	State Street Bank & Trust Co., Boston	2,379,690,000	2,016,463,000	83	+ 7	2,191,640,000	84	+ 8
77	Bank Leumi Trust Co., New York	2,361,736,996	2,046,177,603	80	+ 3	2,386,868,233	77	
78	Atlantic National Bank of Florida, Jacksonville	2,308,329,000	1,853,530,000	95	+17	1,986,463,000	93	+15
79	First & Merchants National Bank, Richmond, Va.	2,289,232,000	2,030,529,000	81	+ 2	2,193,881,000	83	+ 4
80	American Bank & Trust Co., Reading, Pa.	2,273,669,000	1,899,019,000	92	+12	2,102,305,000	87	+ 7
81	National City Bank, Cleveland	2,257,780,000	2,400,257,000	65		2,591,757,000	70	
82	First National Bank, Baltimore	2,253,876,000	2,239,996,000	75		2,319,056,000	79	
83	Shawmut Bank of Boston NA	2,237,397,000	1,938,327,000	88	+ 5	2,058,622,000	90	+ 7
84	American National Bank & Trust Co., Chicago	2,212,522,000	1,979,181,000	84		2,281,719,000	80	
85	Banco Popular de Puerto Rico, San Juan	2,194,397,045	2,204,493,000	76		2,208,174,257	82	
86	American Fletcher NB&T Co., Indianapolis	2,141,183,000	1,944,485,000	86		2,074,983,000	89	+ 3
87	Arizona Bank, Phoenix	2,116,075,000	1,889,749,000	93	+ 6	1,970,553,118	96	+ 9
88	First Interstate Bank of Nevada NA, Reno	2,089,042,000	1,838,485,000	96	+ 8	2,056,969,000	91	+ 3
89	Sumitomo Bank of California, San Francisco	2,087,829,000	1,905,515,704	91	+ 2	1,867,495,962	102	+13
90	Lloyds Bank California, Los Angeles	2,087,217,571	2,135,821,000	78		2,129,800,000	85	
91	Citibank (South Dakota) NA, Sioux Falls	2,073,982,000	1,672,569,000	101	+10	1,456,246,000	132	+41
92	Equitable Bank NA, Baltimore	2,050,157,000	1,716,427,000	99	+ 7	1,887,183,000	101	+ 9
93	First Interstate Bank of Washington NA, Seattle	2,040,205,000	1,939,541,000	87		2,037,411,890	92	
94	Mercantile Trust Co. NA, St. Louis	2,004,236,000	2,020,722,000	82		2,452,331,000	76	
95	Continental Bank, Norristown, Pa.	1,981,792,000	1,862,097,000	94		1,977,840,000	95	
96	First Hawaiian Bank, Honolulu	1,941,420,000	1,710,568,000	100	+ 4	1,933,283,000	99	+ 3
97	Alllied Bank of Texas, Houston	1,913,807,000	1,453,774,233	116	+19	1,859,232,000	103	+ 6
98	First National Bank & Trust Co., Oklahoma City	1,910,668,000	1,928,759,581	89		2,257,913,325	81	
99	First Security Bank of Utah NA, Ogden	1,908,987,222	1,672,328,000	102	+ 3	1,889,545,000	100	+ 1
100	Northwestern Bank, North Wilkesboro, N.C.	1,886,206,000	1,645,936,000	104	+ 4	1,742,096,000	106	+ 6

(a)—Data may not be comparable with other periods because of mergers, changes accounting practices, etc. (b)—Based on revised deposits figures. Rank that bank would have had if revised figures had been used. (c)—Revised.

The Top 300 Commercial Banks in U.S.

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

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Rank 6/30/83		June 30, 1983 Deposits (a)	June 30, 1982 Deposits (a)	Rank and Gain from 6/30/82		Dec. 31, 1982 Deposits (a)	Rank and Gain from 12/31/82	
101	Indiana National Bank, Indianapolis	1,868,004,641	1,665,785,573	103	+ 2	1,785,310,000	105	+ 4
102	First National State Bank of New Jersey, Newark	1,853,805,000	1,613,471,000	107	+ 5	1,829,521,000	104	+ 2
103	Centerre Bank NA, St. Louis	1,841,376,000	2,179,940,000	77		2,105,546,000	86	
104	First National Bank, Louisville, Ky	1,838,024,000	1,821,447,000	97		1,956,175,005	98	
105	United Jersey Bank, Hackensack, N.J	1,835,546,000	1,398,711,000	124	+19	1,544,574,000	122	+17
106	Midlantic National Bank, Newark, N.J	1,831,236,000	1,555,919,000	111	+ 5	1,959,736,000	97	
107	Hamilton Bank, Lancaster, Pa	1,792,909,000	1,616,191,000	106		1,689,111,000	110	+ 3
108	First National Bank, St. Paul, Minn	1,760,141,000	2,093,246,000	79		2,096,691,000	88	
109	Trust Company Bank, Atlanta	1,752,322,000	1,427,770,000	121	+12	1,637,230,000	114	+ 5
110	Idaho First National Bank, Boise	1,736,684,000	1,601,872,000	108		1,738,552,000	107	
111	Barnett Bank of South Florida NA, Miami	1,726,793,000	1,205,709,000	144	+33	1,484,908,461	126	+15
112	Citizens Fidelity Bank & Trust Co., Louisville, Ky	1,708,763,000	1,432,746,000	119	+ 7	1,587,157,000	119	+ 7
113	AmSouth Bank NA, Birmingham, Ala	1,703,257,000	1,378,593,000	130	+17	1,497,697,000	124	+11
114	Central Bank of the South, Birmingham, Ala	1,702,603,000	1,756,081,000	98		1,979,285,076	94	
115	Central National Bank, Cleveland	1,675,902,000	1,643,061,000	105		1,578,277,000	120	+ 5
116	Suburban Bank, Bethesda, Md	1,673,992,000	1,271,593,192	140	+24	1,599,584,261	117	+ 1
117	Peoples National Bank, Seattle	1,638,474,000	1,392,473,235	127	+10	1,494,494,000	125	+ 8
118	United States Trust Co., New York	1,636,944,000	1,569,306,661	110		1,672,086,282	111	
119	Society National Bank, Cleveland	1,628,792,000	1,483,018,000	114		1,615,175,000	116	
120	Liberty National Bank & Trust Co., Oklahoma City	1,611,919,107	1,600,908,611	109		1,704,861,471	109	
121	Whitney National Bank, New Orleans	1,595,856,000	1,534,884,963	112		1,568,096,322	121	
122	First-Citizens Bank & Trust Co., Raleigh, N.C	1,569,046,039	1,335,995,071	135	+13	1,421,031,497	134	+12
123	United Bank of Denver NA	1,565,621,000	1,388,162,000	128	+ 5	1,660,198,000	113	
124	Fuji Bank & Trust Co., New York	1,556,560,942	1,396,963,581	125	+ 1	1,469,960,620	129	+ 5
125	First National Bank of Commerce, New Orleans	1,551,542,000	784,629,000	214	+89	935,477,000	199	+74
126	Texas American Bank/Fort Worth NA	1,538,865,000	1,354,644,000	133	+ 7	1,597,033,000	118	
127	South Carolina National Bank, Columbia	1,533,694,000	1,329,009,000	136	+ 9	1,465,536,000	131	+ 4
128	Industrial Valley Bank & Trust Co., Philadelphia	1,515,928,000	1,439,421,000	118		1,467,220,000	130	+ 2
129	IntraWest Bank of Denver NA	1,513,200,000	1,349,908,000	134	+ 5	1,671,914,000	112	
130	City National Bank, Beverly Hills	1,511,649,506	1,220,762,000	143	+13	1,507,955,000	123	
131	J. Henry Schroder Bank & Trust Co., New York	1,511,564,000	1,489,477,000	113		1,725,755,000	108	
132	Manufacturers & Traders Trust Co., Buffalo, N.Y	1,506,224,000	1,432,333,350	120		1,450,784,000	133	+ 1
133	Sun Bank NA, Orlando, Fla	1,503,889,000	1,017,539,000	167	+34	1,335,745,000	139c	+ 6
134	Zions First National Bank, Salt Lake City, Utah	1,500,939,759	1,369,419,000	131		1,634,507,000	115	
135	Old Kent Bank & Trust Co., Grand Rapids, Mich	1,496,877,000	1,268,397,000	141	+ 6	1,271,933,000	149	+14
136	Old Stone Bank, Providence, R.I	1,496,508,000	1,396,470,000	126		1,482,677,000	127	
137	Mitsui Manufacturers Bank, Los Angeles	1,495,783,000	1,364,324,000	132		1,328,514,000	141c	+ 4
138	Deposit Guaranty National Bank, Jackson, Miss	1,488,111,000	1,289,473,000	139	+ 1	1,389,523,000	137	
139	Michigan National Bank, Lansing	1,484,944,000	1,412,299,000	122		1,476,491,000	128	
140	Heritage Bank NA, Jamerburg, N.J	1,472,018,000	1,327,221,000	137		1,396,558,000	136	
141	Union National Bank, Pittsburgh	1,458,546,000	1,169,934,000	147	+ 6	1,323,055,000	142c	+ 1
142	First Tennessee Bank NA, Memphis	1,451,327,000	1,445,100,000	117		1,375,211,000	138	
143	Citizens & Southern National Bank, Charleston, S.C	1,430,624,757	1,035,742,670	162	+19	1,292,287,568	146	+ 3
144	RepublicBank Houston NA, Tex	1,424,077,000	1,125,881,000	151	+ 7	1,238,440,396	152	+ 8
145	Citibank (New York State) NA, Buffalo, N.Y	1,418,649,000	945,938,000	179	+34	1,091,974,000	170	+25
146	BayBank Middlesex, Burlington, Mass	1,376,171,463	1,047,480,000	160	+14	1,150,860,774	162	+16
147	Michigan National Bank, Detroit	1,373,541,000	1,410,330,000	123		1,333,835,000	140c	
148	Rhode Island Hospital Trust National Bank, Providence	1,371,540,000	1,188,891,000	146		1,286,574,000	147	
149	Merchants National Bank & Trust Co., Indianapolis	1,365,456,000	1,386,839,000	129		1,322,443,000	143c	
150	Imperial Bank, Los Angeles	1,348,630,000	1,302,956,648	138		1,310,750,000	144b	
151	Banco de Ponce, P.R	1,345,210,697	1,245,209,300	142		1,224,427,815	155	+ 4
152	Branch Banking & Trust Co., Wilson, N.C	1,336,152,000	1,016,157,000	168	+16	1,164,302,000	160	+ 8
153	First National Exchange Bank, Roanoke, Va	1,332,077,000	1,164,962,694	148		1,293,329,889	145	
154	Third National Bank, Nashville, Tenn	1,323,765,000	1,114,519,000	153		1,254,878,000	150	
155	Union Trust Co., Stamford, Conn	1,320,606,000	1,060,650,000	159	+ 4	1,177,567,000	159	+ 4
156	Frost National Bank, San Antonio, Tex	1,276,723,695	1,123,044,890	152		1,227,393,389	154	
157	Industrial Bank of Japan Trust Co., New York	1,272,413,000	1,112,853,000	154		1,273,140,000	148	
158	First Security Bank of Idaho NA, Boise	1,262,453,000	1,147,078,000	149		1,243,151,527	151	
159	First National Bank, Jackson, Miss	1,238,060,000	1,071,935,000	158		1,146,037,863	163	+ 4
160	Bankers Trust of South Carolina, Columbia	1,227,814,024	957,511,000	177	+17	1,093,619,000	168	+ 8
161	NCNB National Bank of Fla., Tampa	1,226,549,000	577,131,000	280	+119	1,140,809,000	164	+ 3
162	Barclays Bank of New York NA	1,225,579,000	261,221,000	...		1,232,949,000	153	
163	First American Bank, Nashville, Tenn	1,222,025,000	1,197,115,000	145		1,196,441,000	157	
164	Union Planters National Bank, Memphis, Tenn	1,210,157,000	952,085,000	178	+14	969,340,000	190	+26
165	Dauphin Deposit Bank & Trust Co., Harrisburg, Pa	1,200,865,000	697,150,974	237	+72	1,107,523,492	167	+ 2
166	Wilmington Trust Co., Del	1,190,054,000	1,021,868,000	165		1,151,005,000	161	
167	First National Bank of S.C., Columbia	1,177,201,000	830,078,712	202	+35	1,001,259,000	186	+19
168	New Jersey National Bank, Trenton	1,163,838,000	998,602,000	170	+ 2	1,137,041,000	165	
169	Union Trust Co. Of Maryland, Baltimore	1,157,736,000	1,130,515,000	150		1,188,013,000	158	
170	National Community Bank of New Jersey, Rutherford	1,150,665,519	1,007,201,000	169		1,047,184,600	177	+ 7
171	Central Trust Co. NA, Cincinnati	1,143,014,000	937,559,000	180	+ 9	1,116,549,448	166	
172	Bank of Oklahoma NA, Tulsa	1,138,416,000	1,093,228,000	156		1,219,351,000	156	
173	UBAF Arab American Bank, New York	1,124,547,919	845,551,000	196	+23	984,835,000	187	+14
174	Old National Bank of Washington, Spokane	1,123,910,000	1,020,498,850	166		1,084,920,016	171	
175	Colonial Bank, Waterbury, Conn	1,120,497,000	964,828,000	176	+ 1	1,034,800,000	182	+ 7
176	Commerce Union Bank, Nashville, Tenn	1,110,086,738	1,082,730,238	157		1,083,465,255	172	
177	First National Bank, Fort Worth, Tex	1,109,929,982	1,093,592,261	155		1,082,431,809	173	
178	First National Bank of Florida, Tampa	1,102,121,000	843,404,000	197	+19	1,063,930,000	174	
179	Key Bank NA, Albany, N.Y	1,088,272,000	1,025,217,354	164		1,047,150,048	178	
180	Bank One, Columbus, NA, Ohio	1,087,013,293	1,041,879,602	161		1,092,834,025	169	
181	Hibernia National Bank, New Orleans	1,075,853,000	875,285,000	187	+ 6	965,868,000	191	+10
182	First American Bank of Virginia, McLean	1,073,338,815	863,820,000	190	+ 8	938,885,000	198	+16
183	Morgan Bank (Delaware), Wilmington	1,072,911,000	420,273,000	377	+194	1,027,150,000	183	
184	Golden State Sanwa Bank, San Francisco	1,068,248,000	741,821,000	224	+40	960,603,000	193	+ 9
185	InterFirst Bank Austin NA, Tex	1,058,553,000	808,058,000	206	+21	902,495,000	209	+24
186	InterFirst Bank Houston NA	1,056,978,000	906,937,000	182		1,045,249,000	179	
187	Liberty National Bank & Trust Co., Louisville, Ky	1,051,176,000	764,686,000	221	+34	1,040,384,000	180	
188	New Jersey Bank NA, West Paterson	1,046,265,000	872,571,000	189	+ 1	943,401,000	196	+ 8
189	Bank of the West, San Francisco	1,040,356,000	830,531,000	201	+12	964,588,000	192	+ 3
190	Long Island Trust Co. NA, Garden City, N.Y	1,031,770,000	857,863,000	192	+ 2	1,049,794,000	176	
191	First National Bank, Cincinnati	1,021,127,747	905,569,018	183		978,148,000	188	
192	SouthTrust Bank of Alabama NA	1,017,691,098	968,533,774	175		1,024,794,386	184	
193	Albuquerque National Bank, N.M	1,013,401,742	842,901,657	198	+ 5	960,411,686	194	+ 1
194	First National Bank of New Jersey, Totowa	1,006,406,000	850,970,000	194		938,908,000	197	+ 3
195	F&M Marquette National Bank, Minneapolis	1,002,807,000	994,465,000	171		1,035,409,000	181	
196	Citizens Commercial & Savings Bank, Flint, Mich	991,993,000	902,447,000	184		934,505,254	200	+ 4
197	Northeastern Bank of Pa., Wilkes-Barre	991,516,000	826,585,000	203	+ 6	974,952,000	189	
198	United Bank of Arizona, Phoenix	986,635,000	761,413,137	222	+24	929,282,000	201	+ 3
199	Fifth Third Bank, Cincinnati	982,544,000	876,900,000	186		925,205,000	202	+ 3
200	Commonwealth National Bank, Harrisburg, Pa	976,726,000	913,042,000	181		924,671,000	203	+ 3

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The Top 300 Commercial Banks in U.S.

In Order of Deposits June 30, 1983, Compared with June 30, 1982 and Dec. 31, 1982

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Rank 6/30/83		June 30, 1983 Deposits (a)	June 30, 1982 Deposits (a)	Rank and Gain from 6/30/82		Dec. 31, 1982 Deposits (a)	Rank and Gain from 12/31/82	
201	Colorado National Bank, Denver	974,492,000	858,656,000	191		947,723,000	195	
202	National State Bank, Elizabeth, N.J.	972,392,308	810,379,015	205	+ 3	903,390,064	208	+ 6
203	First National Bank, Midland, Tex.	965,830,000	1,479,708,694	115		1,413,283,167	135	
204	First National Bank, Allentown, Pa.	963,336,000	873,677,000	188		914,818,000	205	+ 1
205	Puget Sound National Bank, Tacoma, Wash.	958,429,829	805,069,000	207	+ 2	872,674,000	213	+ 8
206	First Virginia Bank, Falls Church	936,015,968	721,974,905	228	+22	773,683,916	236	+30
207	First National Bank, Akron, Ohio	926,986,000	831,199,000	200		877,301,000	211	+ 4
208	Huntington Bank of Northeast Ohio, Cleveland	925,092,000	973,757,475	174		1,017,350,001	185	
209	Exchange National Bank of Chicago	921,848,722	505,547,729	317	+108	843,718,000	216	+ 7
210	Marine Bank NA, Milwaukee, Wis.	910,857,000	583,917,000	275	+65	815,075,000	223	+ 13
211	First Jersey National Bank, Jersey City, N.J.	905,698,000	800,197,000	208		880,903,000	210	
212	First Bank of South Dakota NA, Sioux Falls	902,601,000	580,862,000	277	+65	584,344,000	302	+90
213	Bank One Dayton NA, Ohio	902,217,000	846,429,000	195		906,051,000	207	
214	Bank of the South NA, Atlanta	895,725,000	771,400,000	219	+ 5	779,691,000	233	+19
215	Central Bank, San Francisco	893,632,000	794,091,000	210		868,262,000	214	
216	First National Bank & Trust Co., Tulsa, Okla.	891,929,000	1,032,597,000	163		1,050,425,000	175	
217	LaSalle National Bank, Chicago	881,461,000	855,990,000	193		861,691,000	215	
218	First Nat'l State Bank of S. Jersey, Burlington Twp., N.J.	869,878,000	238,204,000	...		789,230,000	229	+11
219	Toledo Trust Co., Ohio	865,938,209	792,150,669	212		843,053,618	217	
220	National Bank of Washington, D.C.	853,414,000	836,583,000	199		876,288,000	212	
221	Capital Bank NA, Houston	850,079,000	698,668,000	236	+15	783,881,000	231	+10
222	Citytrust, Bridgeport, Conn.	848,186,000	641,023,000	251	+29	773,215,000	237	+15
223	Louisiana National Bank, Baton Rouge	844,209,000	726,151,000	227	+ 4	815,498,000	222	
224	Valley Bank of Nevada, Las Vegas	842,659,354	773,549,978	217		773,104,408	238	+14
225	Central Bank of Denver	836,044,000	775,002,000	215		823,098,000	220	
226	First of America Bank-Detroit NA	819,487,000	774,015,000	216		793,490,000	228	+ 2
227	Central Fidelity Bank NA, Richmond	814,742,000	454,696,926	340	+113	670,740,000	273	+46
228	Bank of Delaware, Wilmington	814,726,000	715,003,000	231	+ 3	726,999,000	252	+24
229	Citizens First National Bank, Ridgewood, N.J.	814,062,000	600,233,000	268	+39	688,800,000	267	+38
230	State Bank of Albany, N.Y.	813,686,000	810,463,000	204		912,785,813	206	
231	United Carolina Bank, Whiteville, N.C.	810,592,000	685,547,000	241	+10	741,126,000	243	+12
232	First National Bank, Kansas City, Mo.	810,530,000	655,689,000	246	+14	799,973,000	226	
233	United Missouri Bank of Kansas City NA	808,861,000	790,780,000	213		922,991,000	204	
234	First Eastern Bank NA, Wilkes-Barre, Pa.	802,836,000	733,337,000	225		756,942,000	240	+ 6
235	Chemical Bank (Delaware), Wilmington	801,706,000	.....	...		592,905,000	299	+64
236	National Bank of Commerce, San Antonio, Tex.	800,821,000	772,137,000	218		836,935,987	218	
237	Hibernia Bank, San Francisco	793,406,000	793,480,000	211		814,948,000	224	
238	Daiwa Bank & Trust Co., New York	781,820,000	986,254,426	172		831,748,651	219	
239	M&I Marshall & Ilsley Bank, Milwaukee, Wis.	781,213,000	688,871,000	238		788,307,000	230	
240	Barclays Bank of California, San Francisco	774,636,000	706,439,000	232		696,306,000	264	+24
241	Bank of the Commonwealth, Detroit	774,368,234	796,824,039	209		756,543,000	241	
242	Banco de Santander-Puerto Rico, Hato Rey	773,976,193	617,744,822	263	+21	726,264,413	253	+11
243	San Diego Trust & Savings Bank, Calif.	770,449,000	601,334,000	267	+24	667,700,000	275	+32
244	Southern National Bank of North Carolina, Lumberton	768,009,941	621,960,059	259	+15	740,673,696	244	
245	National Bank of Alaska, Anchorage	765,414,000	636,186,000	253	+ 8	694,515,000	265	+20
246	Oneida National Bank, Utica, N.Y.	764,133,640	730,633,334	226		735,928,048	247	+ 1
247	First City Bank, Dallas	759,786,000	655,577,000	247		776,431,067	235	
248	Fourth National Bank & Trust Co., Wichita, Kan.	757,848,000	635,791,000	254	+ 6	780,375,000	232	
249	Genesee Merchants Bank & Trust Co., Flint, Mich.	756,417,000	757,323,000	223		740,159,000	245	
250	First National Bank, Shreveport, La.	755,286,000	686,985,000	240		744,249,000	242	
251	Texas Commerce Bank/Austin NA	754,427,929	703,783,143	233		730,458,238	251	
252	Security Bank & Trust Co., Southgate, Mich.	752,409,000	687,457,000	239		712,048,000	258	+ 6
253	First Peoples Bank of New Jersey, Haddon Twp.	750,707,000	902,166,000	185		796,771,000	227	
254	Laredo National Bank, Tex.	745,445,503	718,561,394	230		698,590,399	262	+ 8
255	Flagship National Bank, Miami	743,950,000	655,869,000	245		733,982,000	243	
256	Southern Bank & Trust Co., Greenville, S.C.	743,808,000	491,184,000	325	+69	761,209,000	239	
257	Citizens Bank & Trust Co., Riverdale, Md.	741,722,789	650,022,514	249		680,961,052	269	+12
258	Southeast National Bank of Pennsylvania, Malvern	741,366,000	615,245,000	264	+ 6	672,083,000	271	+13
259	Marine Bank, Warren, Pa.	741,296,000	626,214,000	257		668,128,000	274	+15
260	NCNB National Bank of Florida, Boca Raton	738,336,000	474,179,000	333	+73	737,448,864	246	
261	Central Penn National Bank, Philadelphia	732,630,000	664,142,000	244		708,748,000	260	
262	Oregon Bank, Portland	726,795,000	700,144,000	234		693,275,000	266	+ 4
263	Trust Co. of New Jersey, Jersey City	725,966,000	596,334,000	269	+ 6	682,148,000	268	+ 5
264	First National Bank of Amarillo, Tex.	722,459,755	615,052,896	265	+ 1	725,503,659	254	
265	Commercial National Bank, Shreveport, La.	716,408,000	669,121,000	242		717,826,000	255	
266	Boatmen's National Bank, St. Louis, Mo.	714,086,000	590,922,000	271	+ 5	779,609,000	234	
267	Central Fidelity Bank NA, Lynchburg, Va.	711,867,000	618,832,589	261		712,651,000	257	
268	Norwest Bank Des Moines NA, Iowa	708,821,000	635,465,000	255		800,002,000	225	
269	National Bank of Commerce, Memphis, Tenn.	707,285,300	576,320,000	281	+12	608,729,000	288	+19
270	Brown Brothers Harriman & Co., New York	703,868,867	638,395,035	252		677,318,101	270	
271	Commerce Bank of Kansas City NA, Mo.	702,848,000	649,569,000	250		819,200,000	221	
272	Valley National Bank, Passaic, N.J.	702,764,801	509,546,079	314	+42	603,374,116	292	+20
273	Banco Central Corp., Hato Rey, P.R.	694,467,797	563,723,000	288	+15	698,146,890	263	
274	First Seneca Bank, Butler, Pa.	694,214,000	587,670,000	274		623,673,000	285	+11
275	American National Bank, Morristown, N.J.	692,937,000	596,168,000	270		629,256,000	283	+ 8
276	BancTexas Dallas NA	690,469,000	607,826,000	266		732,779,000	249	
277	Barnett Bank of Central Florida NA, Winter Park	689,030,576	449,500,000	344	+67	589,357,000	301	+24
278	Security Trust Co., Rochester, N.Y.	688,914,000	621,979,000	258		671,605,052	272	
279	Sun Bank/South Florida NA, Ft. Lauderdale	688,879,000	203,189,000	...		631,840,000	281	+ 2
280	Pan American Bank NA, Miami	686,882,000	538,408,000	299	+19	618,276,000	286	+ 6
281	Amalgamated Bank, New York	686,769,000	719,418,000	229		731,058,000	250	
282	Florida National Bank, Jacksonville	680,687,000	480,845,000	328	+46	632,931,000	280	
283	BayBank Norfolk County Trust Co., Dedham, Mass.	673,515,000	552,317,617	293	+10	600,730,744	294	+11
284	Central Carolina Bank & Trust Co. NA, Durham, N.C.	672,102,000	517,023,000	307	+23	595,438,000	297	+ 3
285	American National Bank & Trust Co., Chattanooga, Tenn.	670,970,000	578,050,000	279		631,654,919	282	
286	Arlington Trust Co., Lawrence, Mass.	663,735,000	566,223,000	286		640,715,000	279	
287	First American Bank NA, Washington, D.C.	663,078,819	533,575,410	300	+13	645,886,484	277	
288	State National Bank, El Paso, Tex.	659,015,521	553,846,845	292	+ 4	599,370,000	295	+ 7
289	Landmark First National Bank, Ft. Lauderdale, Fla.	658,733,980	496,091,280	320	+31	599,354,122	296	+ 7
290	Liberty National Bank, Buffalo, N.Y.	658,695,597	618,466,885	262		627,161,641	284	
291	First Interstate Bank of Utah NA, Salt Lake City	658,311,703	583,192,000	276		700,513,931	261	
292	Provident Bank, Cincinnati	655,619,000	566,847,000	285		604,844,000	289	
293	United Penn Bank, Wilkes-Barre, Pa.	654,195,000	573,835,670	283		579,214,000	305	+12
294	Delaware Trust Co., Wilmington	644,721,000	551,572,000	294		602,940,689	293	
295	Guaranty Bank & Trust Co., Lafayette, La.	644,595,000	628,132,198	256		663,824,229	276	
296	Merchants National Bank, Allentown, Pa.	644,132,000	574,356,000	282		604,527,000	290	
297	Central Jersey Bank & Trust Co., Freehold, N.J.	643,194,684	561,106,000	289		569,690,000	310	+13
298	Fidelity Bank NA, Oklahoma City	641,804,000	650,784,000	248		710,303,000	259	
299	Shawmut Worcester County Bank NA, Worcester, Mass.	641,094,000	580,849,000	278		642,487,000	278	
300	El Paso National Bank, Tex.	638,499,643	588,054,081	273		603,684,425	291	

(a)—Data may not be comparable with other periods because of mergers, changes accounting practices, etc. (b)—Based on revised deposits figures. Rank that bank would have had if revised figures had been used. (c)—Revised.

Geographic Breakdown of Top 300 Banks Including Assets and a Breakdown of Selected Deposit Accounts

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Rank 6/30/83		Total Deposits 6/30/83	ASSETS AND SELECTED DEPOSIT BREAKDOWN 6/30/83 Total Assets	NOW Accounts	Money Market Deposit Accts.	Super Now Accounts	Individual Retirement Accts.
	ALABAMA						
113	AmSouth Bank NA, Birmingham	1,703,257,000	2,473,436,000	58,658,000	178,446,000	22,901,000	20,696,000
114	Central Bank of the South, Birmingham	1,702,603,000	2,697,887,000	76,414,061	173,395,062	9,799,598	40,674,288
192	SouthTrust Bank of Alabama NA, Birmingham	1,017,691,098	1,546,229,355	34,567,704	108,107,201	654,870	16,604,851
	ALASKA						
245	National Bank of Alaska, Anchorage	765,414,000	918,610,000	0	173,190,000	58,077,000	11,051,000
	ARIZONA						
28	Valley National Bank of Arizona, Phoenix	6,149,104,000	7,476,608,000	389,452,000	1,693,862,000	18,942,000	92,363,000
43	First Interstate Bank of Arizona NA, Phoenix	3,860,626,000	4,438,215,000	95,287,000	790,753,000	101,460,000	58,413,000
87	ArizonaBank, Phoenix	2,116,075,000	2,463,021,000	97,501,000	538,836,000	53,195,000	19,764,000
198	United Bank of Arizona, Phoenix	986,635,000	1,133,626,000	34,602,000	327,618,000	1,849,000	16,856,000
	CALIFORNIA						
1	Bank of America NT & SA, San Francisco	94,823,190,000	117,556,428,000	1,402,799,000	14,084,975,000	848,323,000	916,930,000
8	Security Pacific National Bank, Los Angeles	26,187,574,000	34,014,277,000	47,160,000	4,004,517,000	398,680,000	283,271,000
11	Wells Fargo Bank NA, San Francisco	19,396,066,000	22,908,738,000	1,205,784,000	4,847,835,000	240,055,000	470,099,000
12	Crocker National Bank, San Francisco	18,726,080,000	25,795,155,000	608,294,000	2,445,604,000	71,964,000	211,795,000
14	First Interstate Bank of California, Los Angeles	15,188,071,000	21,158,053,000	429,654,000	2,105,810,000	206,151,000	90,148,000
30	Union Bank, Los Angeles	5,179,686,000	7,302,615,000	N.A.	N.A.	N.A.	N.A.
48	California First Bank, San Francisco	3,646,499,000	4,158,856,000	125,010,000	528,676,000	0	48,349,000
72	Bank of California NA, San Francisco	2,561,303,000	4,010,495,000	85,533,000	132,698,000	4,159,000	14,806,000
89	Sumitomo Bank of California, San Francisco	2,087,829,000	2,341,020,000	45,080,000	340,205,000	35,979,000	27,084,000
90	Lloyds Bank California, Los Angeles	2,087,217,571	2,445,097,056	69,785,159	446,670,953	5,516,228	29,208,000
130	City National Bank, Beverly Hills	1,511,649,506	1,890,149,413	43,537,326	487,867,592	43,851,815	12,085,255
137	Mitsui Manufacturers Bank, Los Angeles	1,495,783,000	1,696,891,000	19,898,000	258,075,000	16,895,000	4,278,000
150	Imperial Bank, Los Angeles	1,348,636,000	1,490,737,000	17,061,000	117,677,000	9,807,000	829,000
184	Golden State Sanwa Bank, San Francisco	1,068,248,000	1,193,583,000	18,712,000	192,326,000	23,074,000	16,905,000
189	Bank of the West, San Francisco	1,040,356,000	1,199,669,000	35,676,000	230,536,000	16,636,000	16,272,000
215	Central Bank, San Francisco	893,632,000	1,000,959,000	27,467,000	127,001,000	7,635,000	8,865,000
237	Hibernia Bank, San Francisco	793,406,000	936,619,000	53,248,000	115,875,000	11,568,000	8,101,000
240	Barclays Bank of California, San Francisco	774,636,000	870,643,000	45,601,000	233,892,000	2,653,000	24,936,000
243	San Diego Trust & Savings Bank	770,449,000	839,184,000	109,660,000	69,016,000	12,053,000	N.A
	COLORADO						
123	United Bank of Denver NA	1,565,621,000	2,179,326,000	52,382,000	218,814,000	13,357,000	11,363,000
129	IntraWest Bank of Denver NA	1,513,200,000	2,135,854,000	41,158,000	115,011,000	8,150,000	9,544,000
201	Colorado National Bank, Denver	974,492,000	1,352,735,000	0	77,049,000	40,388,000	16,639,000
225	Central Bank of Denver	836,044,000	1,018,366,000	N.A.	133,172,000	5,895,000	46,826,000
	CONNECTICUT						
49	Connecticut Bank & Trust Co. NA, Hartford	3,625,019,000	4,965,895,000	217,845,000	593,725,785	37,545,000	42,979,000
56	Connecticut National Bank, Hartford	3,226,671,000	4,228,711,000	178,488,000	531,835,000	364,000	93,620,000
155	Union Trust Co., Stamford	1,320,606,000	1,530,771,000	80,338,000	390,106,000	6,641,000	53,044,000
175	ColonialBank, Waterbury	1,120,497,000	1,272,435,000	61,451,000	156,367,000	66,140,000	25,195,000
222	Citytrust, Bridgeport	848,186,000	1,032,962,000	41,668,000	232,989,000	3,217,000	21,632,000
	DELAWARE						
166	WilmingtonTrustCo	1,190,054,000	1,679,607,000	81,183,000	185,401,000	7,593,000	35,485,000
183	Morgan Bank (Delaware), Wilmington	1,072,911,000	1,844,465,000	0	0	0	0
228	Bank of Delaware, Wilmington	814,726,000	1,026,842,000	37,109,000	154,729,000	6,264,000	26,837,000
235	Chemical Bank (Delaware), Wilmington	801,706,000	1,290,346,000	0	0	0	0
294	Delaware Trust Co., Wilmington	644,721,000	743,841,000	30,743,000	117,991,000	7,680,000	21,088,000
	DISTRICT OF COLUMBIA						
58	Riggs National Bank, Washington, D.C.	3,133,952,000	3,994,607,000	148,180,000	415,724,000	9,735,000	14,352,000
66	American Security Bank NA, WAshington, D.C.	2,818,616,000	3,511,083,000	130,053,000	122,923,000	4,522,000	5,292,000
220	National Bank of Washington, D.C.	853,414,000	1,076,617,000	56,177,000	32,760,000	2,880,000	6,668,000
287	First American Bank NA, Washington, D.C.	663,078,819	844,430,531	N.A.	N.A.	N.A.	N.A.
	FLORIDA						
27	Southeast Bank NA, Miami	6,206,422,000	7,730,474,000	388,148,000	1,204,601,000	94,883,000	41,097,000
78	Atlantic National Bank of Florida, Jacksonville	2,308,329,000	2,745,593,000	211,121,000	584,943,000	41,524,000	31,430,000
111	Barnett Bank of South Florida NA, Miami	1,726,793,000	1,916,427,000	113,732,000	471,794,000	16,537,000	11,960,000
133	Sun Bank NA, Orlando	1,503,889,000	1,838,927,000	83,926,000	317,663,000	0	24,922,000
161	NCNB National Bank of Florida NA, Tampa	1,226,549,000	1,642,823,000	80,139,000	275,533,000	8,478,000	9,085,000
178	First National Bank of Florida, Tampa	1,102,121,000	1,396,669,000	80,817,000	221,556,000	6,774,000	8,693,000
255	Flagship National Bank, Miami	743,950,000	911,793,000	61,009,000	154,046,000	9,337,000	2,354,000
260	NCNB National Bank of Florida, Boca Raton	738,336,000	1,001,204,000	77,086,000	215,047,000	10,286,000	8,508,000
277	Barnett Bank of Central Florida NA, Winter Park	639,030,576	792,490,410	N.A.	N.A.	N.A.	N.A.
279	Sun Bank/South Florida NA, Fort Lauderdale	688,879,000	854,713,000	88,432,000	152,161,000	0	7,200,000
280	Pan American Bank NA, Miami	686,882,000	845,048,000	N.A.	N.A.	N.A.	N.A.
282	Florida National Bank, Jacksonville	680,687,000	1,039,047,000	41,496,000	176,178,000	4,295,000	12,600,000
289	Landmark First National Bank, Fort Lauderdale	658,733,980	802,814,558	50,391,241	198,728,509	3,502,502	2,676,647
	GEORGIA						
45	Citizens & Southern National Bank, Atlanta	3,780,278,000	5,675,083,000	210,554,000	539,687,000	0	88,349,000
65	First National Bank, Atlanta	2,907,191,000	4,380,663,000	98,492,000	443,676,000	0	28,619,000
109	Trust Company Bank, Atlanta	1,752,322,000	2,810,790,000	69,942,000	229,900,000	0	32,239,000
214	Bank of the South NA, Atlanta	895,725,000	1,206,106,000	49,044,000	113,058,000	268,000	13,596,000
	HAWAII						
67	Bank of Hawaii, Honolulu	2,731,788,000	3,039,566,000	122,004,000	253,292,000	194,193,000	60,317,000
96	First Hawaiian Bank, Honolulu	1,941,420,000	2,212,046,000	70,069,000	280,932,000	114,056,000	28,747,000
	IDAHO						
110	Idaho First National Bank, Boise	1,736,684,000	2,253,671,000	164,082,000	311,550,000	72,688,000	37,800,000
158	First Security Bank of Idaho NA, Boise	1,262,453,000	1,593,567,000	115,899,796	168,035,414	10,570,534	35,419,415
	ILLINOIS						
7	Continental Illinois National Bank & Trust Co., Chicago	28,272,723,000	39,606,768,000	N.A.	N.A.	N.A.	N.A.
9	First National Bank, Chicago	25,543,347,000	33,509,847,000	37,405,000	1,007,839,000	97,306,000	381,723,000
33	Harris Trust & Savings Bank, Chicago	4,613,645,000	7,350,328,000	N.A.	N.A.	N.A.	N.A.
40	Northern Trust Co., Chicago	4,252,034,000	6,054,552,000	N.A.	N.A.	N.A.	N.A.
84	American National Bank & Trust Co., Chicago	2,212,522,000	3,008,247,000	44,085,000	62,026,000	6,309,000	22,424,451
209	Exchange National Bank, Chicago	921,848,722	1,114,262,000	20,683,000	57,073,000	6,354,000	18,600,000
217	LaSalle National Bank, Chicago	881,461,000	1,262,868,000	29,823,000	85,559,000	519,000	16,099,000
	INDIANA						
86	American Fletcher National B&T Co., Indianapolis	2,141,183,000	3,038,313,000	N.A.	323,990,000	125,409,000	19,266,000
101	Indiana National Bank, Indianapolis	1,868,004,641	2,687,924,076	N.A.	248,887,861	134,111,789	33,791,950
149	Merchants National Bank & Trust Co., Indianapolis	1,365,456,000	2,046,970,000	53,749,000	79,623,000	51,275,000	53,024,000
	IOWA						
268	Norwest Bank Des Moines NA	708,821,000	1,046,575,000	21,768,000	69,728,000	15,779,000	17,547,000
	KANSAS						
248	Fourth National Bank & Trust Co., Wichita	757,848,000	978,045,000	N.A.	N.A.	N.A.	N.A.

Geographic Breakdown of Top 300 Banks Including Assets and a Breakdown of Selected Deposit Accounts

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Rank 6/30/83		Total Deposits 6/30/83	ASSETS AND SELECTED DEPOSIT BREAKDOWN 6/30/83 Total Assets	NOW Accounts	Money Market Deposit Accts.	Super Now Accounts	Individual Retirement Accts.
	KENTUCKY						
104	First National Bank, Louisville	1,838,024,000	2,811,435,000	84,269,000	221,507,000	11,581,000	48,383,000
112	Citizens Fidelity Bank & Trust Co., Louisville	1,708,763,000	2,510,191,000	50,846,000	162,321,000	27,561,000	N.A.
187	Liberty National Bank & Trust Co., Louisville	1,051,176,000	1,412,773,000	71,270,000	136,799,000	4,568,000	26,340,000
	LOUISIANA						
121	Whitney National Bank, New Orleans	1,595,856,000	2,042,209,000	73,176,000	0	0	5,037,000
125	First National Bank of Commerce, New Orleans	1,551,542,000	2,075,048,000	56,402,000	370,369,000	16,272,000	9,423,000
181	Hibernia National Bank, New Orleans	1,075,853,000	1,413,824,000	46,012,000	136,896,000	1,427,000	8,004,000
223	Louisiana National Bank, Baton Rouge	844,209,000	1,029,678,000	25,649,000	80,926,000	928,000	27,855,000
250	First National Bank, Shreveport	755,286,000	957,134,000	39,303,000	82,729,000	8,567,000	14,893,000
265	Commercial National Bank, Shreveport	716,408,000	923,356,000	29,518,000	70,989,000	5,371,000	12,052,000
295	Guaranty Bank & Trust Co., Lafayette	644,595,000	736,958,000	33,782,000	80,934,000	9,125,000	12,896,000
	MARYLAND						
60	Maryland National Bank, Baltimore	3,073,346,000	4,372,918,000	113,343,000	439,694,000	13,512,000	139,648,000
82	First National Bank, Baltimore	2,253,876,000	3,267,847,000	66,175,000	221,076,000	8,428,000	70,456,000
92	Equitable Bank NA, Baltimore	2,050,157,000	2,462,326,000	45,105,000	377,303,000	2,038,000	64,918,000
116	SuburbanBank, Bethesda	1,673,992,000	2,040,377,000	113,692,000	284,616,000	1,910,000	45,280,000
169	Union Trust Co., Baltimore	1,157,736,000	1,562,854,000	44,293,000	137,580,000	7,428,000	40,872,000
257	Citizens Bank & Trust Co., Riverdale	741,722,789	866,661,000	15,791,000	77,713,000	634,000	8,045,000
	MASSACHUSETTS						
16	First National Bank, Boston	11,374,496,000	18,209,639,000	206,618,000	704,521,000	0	55,198,000
62	Bank of New England NA, Boston	3,024,879,000	4,346,402,000	42,077,000	385,355,000	21,769,000	13,400,000
76	State Street Bank & Trust Co., Boston	2,379,690,000	3,653,996,000	N.A.	N.A.	N.A.	N.A.
83	Shawmut Bank of Boston NA	2,237,397,000	3,221,323,000	N.A.	N.A.	N.A.	N.A.
146	BayBank Middlesex, Burlington	1,376,171,463	1,567,244,537	126,087,152	286,621,491	14,499,318	30,150,663
283	BayBank Norfolk County Trust Co., Dedham	673,515,000	823,779,000	61,969,000	41,342,000	8,098,000	18,297,000
286	Arlington Trust Co., Lawrence	663,735,000	757,556,000	53,685,000	177,316,000	881,000	28,704,000
299	Shawmut Worcester County Bank NA, Worcester	641,094,000	802,901,000	57,778,000	89,111,000	13,363,000	14,907,000
	MICHIGAN						
22	National Bank of Detroit	7,225,268,000	10,665,612,000	207,497,000	810,407,000	60,818,000	59,317,000
36	ComericaBank-Detroit	4,344,650,000	5,452,075,000	119,592,000	799,265,000	25,848,000	125,884,000
46	Manufacturers National Bank, Detroit	3,721,954,000	4,762,417,000	39,280,000	418,915,000	111,286,000	58,031,000
135	Old Kent Bank & Trust Co., Grand Rapids	1,496,877,000	1,836,117,000	N.A.	N.A.	N.A.	N.A.
139	Michigan National Bank, Lansing	1,484,944,000	1,841,538,000	37,035,000	148,210,000	23,972,000	22,111,000
147	Michigan National Bank, Detroit	1,373,541,000	1,751,476,000	22,635,000	158,855,000	13,660,000	36,281,000
196	Citizens Commercial & Savings Bank, Flint	991,993,000	1,112,367,000	33,440,000	75,544,000	1,309,000	23,587,000
226	First of America Bank-Detroit NA	819,487,000	1,004,708,000	15,365,000	144,251,000	13,699,000	18,535,000
241	Bank of the Commonwealth, Detroit	774,368,234	901,689,649	9,411,184	68,639,764	3,388,052	6,649,423
249	Genesee Merchants Bank & Trust Co., Flint	756,417,000	899,021,000	29,991,000	51,121,000	620,000	14,182,000
252	Security Bank & Trust Co., Southgate	752,409,000	836,139,000	2,794,000	183,669,000	36,564,000	29,098,000
	MINNESOTA						
51	First National Bank, Minneapolis	3,535,278,000	6,130,271,000	73,047,000	70,428,000	13,133,000	34,853,000
52	Norwest Bank Minneapolis NA	3,483,425,000	5,802,679,000	N.A.	N.A.	37,140,000	52,013,000
108	First National Bank, St. Paul	1,760,141,000	3,950,794,000	30,880,000	99,050,000	15,471,000	63,682,000
195	F&M Marquette National Bank, Minneapolis	1,002,807,000	1,329,600,000	21,651,000	72,764,000	7,160,000	38,679,000
	MISSISSIPPI						
138	Deposit Guaranty National Bank, Jackson	1,488,111,000	2,108,114,000	N.A.	N.A.	N.A.	N.A.
159	First National Bank, Jackson	1,238,060,000	1,509,767,000	51,638,000	276,027,000	4,582,000	24,139,000
	MISSOURI						
94	Mercantile Trust Co. NA, St. Louis	2,004,236,000	3,439,048,000	49,018,000	84,633,000	16,339,000	1,695,000
103	Centerre Bank NA, St. Louis	1,841,376,000	3,124,222,000	39,698,000	57,836,000	12,849,000	9,633,000
232	First National Bank, Kansas City	810,530,000	1,095,450,000	21,617,000	46,639,000	6,686,000	10,058,000
233	United Missouri Bank of Kansas City NA	808,861,000	1,464,056,000	18,458,000	39,653,000	2,762,000	7,034,000
266	Boatmen's National Bank, St. Louis	714,086,000	1,211,427,000	12,187,000	17,059,000	2,651,000	3,416,000
271	Commerce Bank of Kansas City NA	702,848,000	1,201,373,000	19,960,000	42,188,000	16,042,000	2,542,000
	NEVADA						
88	First Interstate Bank of Nevada NA, Reno	2,089,042,000	2,455,737,000	145,811,000	262,276,000	15,633,000	34,225,000
224	Valley Bank of Nevada, Las Vegas	842,659,354	1,071,816,539	3,075,693	100,374,556	45,003,360	10,904,089
	NEW JERSEY						
71	Fidelity Union Bank, Newark	2,592,402,966	3,162,544,316	148,039,768	388,234,002	35,548,236	30,931,661
102	First National State Bank of N.J., Newark	1,853,805,000	2,500,566,000	39,923,400	202,319,900	638,700	27,480,900
105	United Jersey Bank, Hackensack	1,835,546,000	2,189,854,000	62,035,000	544,990,000	7,586,000	66,736,000
106	Midlantic National Bank, Newark	1,831,236,000	2,325,848,000	63,150,000	222,648,000	2,738,000	30,534,000
140	Heritage Bank NA, Jamesburg	1,472,018,000	1,712,408,000	64,996,000	181,028,000	18,020,000	24,543,000
168	New Jersey National Bank, Trenton	1,163,838,000	1,351,254,000	43,533,000	167,447,000	10,210,000	22,143,000
170	National Community Bank, Rutherford	1,150,665,519	1,373,265,626	56,023,977	120,804,361	19,201,268	27,443,343
188	New Jersey Bank NA, West Paterson	1,046,265,000	1,328,359,000	35,339,000	185,710,000	6,079,000	5,546,000
194	First National Bank, Totowa	1,006,406,000	1,154,001,000	57,248,000	181,938,000	1,297,000	N.A.
202	National State Bank, Elizabeth	972,392,308	1,106,108,907	53,250,478	119,695,987	14,254,784	10,084,329
211	First Jersey National Bank, Jersey City	905,698,000	1,085,076,000	13,984,599	10,899,557	3,764,537	18,590,650
218	Fist National State Bank of So. Jersey, Burlington Twp	869,878,000	980,239,000	29,612,000	127,161,000	15,433,000	16,919,000
229	Citizens First National Bank, Ridgewood	814,062,000	926,676,000	269,000	110,725,000	70,148,000	56,656,000
253	First Peoples Bank of N.J., Haddon Twp	750,707,000	813,472,000	4,559,000	64,314,000	128,000	N.A.
263	Trust Company of New Jersey, Jersey City	725,966,000	817,249,000	N.A.	N.A.	N.A.	N.A.
272	Valley National Bank, Passaic	702,764,801	773,508,467	25,306,486	220,093,243	1,890,682	14,867,027
275	American National Bank, Morristown	692,937,000	796,062,000	57,462,000	120,799,000	7,161,000	18,136,000
297	Central Jersey Bank & Trust Co., Freehold	643,194,684	739,926,425	35,091,756	110,251,543	16,133,593	15,631,634
	NEW MEXICO						
193	AlbuquerqueNationalBank	1,013,401,742	1,207,467,964	0	172,414,793	120,011,777	32,007,279
	NEW YORK						
2	Citibank NA, New York	75,539,000,000	109,617,000,000	764,000,000	3,577,000,000	59,000,000	387,000,000
3	Chase Manhattan Bank NA, New York	57,722,612,000	79,537,550,000	427,969,000	4,041,305,000	20,692,000	98,679,000
4	Manufacturers Hanover Trust Co., New York	40,887,349,000	57,635,813,000	N.A.	N.A.	N.A.	N.A.
5	Morgan Guaranty Trust Co., New York	39,961,657,000	58,167,764,000	0	4,265,000	0	0
6	Chemical Bank, New York	32,152,043,000	46,946,041,000	520,202,000	5,559,670,000	33,418,000	22,347,000
10	Bankers Trust Co., New York	21,912,127,000	37,973,452,000	N.A.	N.A.	N.A.	N.A.
13	Marine Midland Bank NA, Buffalo	16,024,490,000	21,235,486,000	487,734,000	1,252,240,000	138,631,000	188,638,000
17	Irving Trust Co., New York	11,351,997,000	16,612,061,000	44,869,000	152,713,000	28,579,000	16,143,000
18	Bank of New York	9,314,142,000	12,228,508,000	320,312,000	1,572,088,000	49,576,000	91,433,000
23	Republic National Bank, New York	7,036,891,000	9,385,792,000	54,041,000	400,055,000	3,119,000	26,574,000
29	National Bank of North America, New York	5,339,878,000	7,082,685,000	205,151,000	701,204,000	9,798,000	79,006,000
37	European American Bank & Trust Co., New York	4,307,295,000	6,203,584,000	57,650,000	125,221,000	24,464,000	64,142,000
44	Bank of Tokyo Trust Co., New York	3,840,768,530	4,516,969,914	N.A.	N.A.	N.A.	N.A.
59	Israel Discount Bank of New York	3,111,048,000	3,354,117,000	N.A.	N.A.	N.A.	N.A.
64	Lincoln First Bank NA, Rochester	2,984,588,000	4,046,959,000	191,933,000	531,021,000	13,595,000	95,328,000
77	Bank Leumi Trust Co., New York	2,361,736,996	2,665,531,066	25,053,070	281,139,931	16,133,064	18,275,466
118	United States Trust Co., New York	1,636,944,000	2,207,694,000	0	243,603,000	0	0
124	Fuji Bank & Trust Co., New York	1,556,560,942	1,818,278,665	4,513,167	1,256,000	0	0
131	J. Henry Schroder Bank & Trust Co., New York	1,511,564,000	1,960,417,000	N.A.	N.A.	N.A.	N.A.
132	Manufacturers & Traders Trust Co., Buffalo	1,506,224,000	1,829,719,000	93,797,000	293,685,000	19,639,000	38,773,000

Geographic Breakdown of Top 300 Banks Including Assets and a Breakdown of Selected Deposit Accounts

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Rank 6/30/83		Total Deposits 6/30/83	ASSETS AND SELECTED DEPOSIT BREAKDOWN 6/30/83 Total Assets	NOW Accounts	Money Market Deposit Accts.	Super Now Accounts	Individual Retirement Accts.
145	Citibank (New York State)NA, Buffalo	1,418,649,000	2,603,344,000	11,793,000	N.A.	[illegible]5,000	5,114,000
157	Industrial Bank of Japan Trust Co., New York	1,272,413,000	1,431,809,000	0	0	0	0
162	Barclays Bank of New York NA	1,225,579,000	1,543,578,000	71,676,000	152,305,000	25,[illegible]08,000	17,813,000
173	UBAF Arab American Bank, New York	1,124,547,919	1,424,174,000	0	0	0	0
179	Key Bank NA, Albany	1,088,272,000	1,279,950,000	70,285,000	156,739,000	5,800,000	15,157,000
190	Long Island Trust Co. NA, Garden City	1,031,770,000	1,179,196,000	29,358,000	167,558,000	5,747,000	21,305,000
230	State Bank of Albany	813,686,000	989,127,000	53,283,000	89,963,000	30,338,000	13,221,000
238	Daiwa Bank Trust Co., New York	781,820,000	976,598,000	726,000	2,228,000	24,000	0
246	Oneida National Bank, Utica	764,133,640	859,394,394	34,580,340	111,312,913	3,294,286	19,360,960
270	Brown Brothers Harriman & Co., New York	703,868,867	837,946,468	0	0	0	0
278	Security Trust Co., Rochester	688,914,000	893,185,000	47,788,255	96,607,838	5,617,010	14,786,444
281	Amalgamated Bank, New York	686,769,000	1,169,259,000	22,700,000	40,944,000	1,514,000	8,864,000
290	Liberty National Bank, Buffalo	658,695,597	801,368,650	45,837,463	101,008,171	18,906,822	13,366,701
	NORTH CAROLINA						
25	NCNB National Bank of N.C., Charlotte	6,229,572,000	8,296,072,000	326,404,000	614,578,000	8,376,000	171,703,000
31	Wachovia Bank & Trust Co. NA, Winston-Salem	5,137,513,972	6,750,653,857	278,404,665	942,329,675	21,639,330	160,349,344
41	First Union National Bank, Charlotte	4,122,724,000	5,905,161,000	266,368,000	583,717,000	3,388,000	84,148,000
100	Northwestern Bank, North Wilkesboro	1,886,206,000	2,229,129,000	159,517,000	321,711,000	3,542,000	43,298,000
122	First-Citizens Bank & Trust Co., Raleigh	1,569,046,039	1,824,820,232	119,516,420	323,027,316	9,780,085	33,308,956
152	Branch Banking & Trust Co., Wilson	1,336,152,000	1,559,478,000	N.A.	N.A.	N.A.	N.A.
231	United Carolina Bank, Whiteville	810,592,000	929,653,000	48,492,000	179,795,000	3,814,000	22,827,000
244	Southern National Bank, Lumberton	768,009,941	859,869,668	88,243,000	93,949,000	0	18,296,000
284	Central Carolina Bank & Trust Co. NA, Durham	672,102,000	759,340,000	40,961,000	72,220,000	11,499,000	15,508,000
	OHIO						
38	BancOhio National Bank, Columbus	4,280,856,000	5,631,471,000	214,317,000	488,700,000	16,120,000	153,471,000
39	AmeriTrustCo.,Cleveland	4,268,437,000	5,960,310,000	127,252,000	656,807,000	57,586,000	96,634,000
63	Huntington National Bank, Columbus	2,997,082,000	4,045,145,000	189,867,000	406,383,000	59,885,000	46,715,000
81	National City Bank, Cleveland	2,257,780,000	4,181,242,000	120,796,000	232,510,000	43,250,000	63,301,000
115	Central National Bank, Cleveland	1,675,902,000	2,337,370,000	77,122,000	216,250,000	0	35,336,000
119	Society National Bank, Cleveland	1,628,792,000	2,127,397,000	64,748,000	187,495,000	15,044,000	61,387,000
171	Central Trust Co., NA, Cincinnati	1,143,014,000	1,554,648,000	56,452,000	173,436,000	38,403,000	24,340,000
180	Bank One, Columbus, NA	1,087,013,293	1,457,293,618	60,133,808	105,989,389	48,378,651	20,185,953
191	First National Bank, Cincinnati	1,021,127,747	1,683,825,210	64,560,461	98,288,538	160,363,778	24,888,857
199	Fifth Third Bank, Cincinnati	982,544,000	1,502,668,000	33,686,000	147,940,000	40,623,000	30,566,000
207	First National Bank, Akron	926,986,000	1,093,516,000	51,084,000	103,327,000	8,692,000	21,552,000
208	Huntington Bank of Northeast Ohio, Cleveland	925,092,000	1,231,396,000	24,097,000	183,026,000	19,173,000	12,187,000
213	BankOne,Dayton,NA	902,217,000	1,087,238,000	57,693,000	3,748,000	26,692,000	3,305,000
219	ToledoTrustCo	865,938,209	1,274,821,408	69,9[illegible]934	39,129,117	5,960,351	15,834,306
292	ProvidentBank,Cincinnati	655,619,000	790,718,000	N.	N.A.	N.A.	N.A.
	OKLAHOMA						
98	First National Bank & Trust Co., Oklahoma City	1,910,668,000	2,578,635,000	N.A.	N.A.	N.A.	N.A.
120	Liberty National Bank & Trust Co., Oklahoma City	1,611,919,107	2,117,774,618	0	195,791,388	40,945,407	29,271,776
172	Bank of Oklahoma NA, Tulsa	1,138,416,000	1,444,985,000	31,948,000	169,460,000	2,938,000	6,312,000
216	First National Bank & Trust Co., Tulsa	891,929,000	1,126,498,000	32,273,000	50,364,000	2,190,000	8,278,000
298	Fidelity Bank NA, Oklahoma City	641,804,000	861,546,000	12,156,000	32,202,000	1,430,000	5,689,000
	OREGON						
42	United States National Bank, Portland	4,109,680,000	4,939,989,000	409,864,000	774,116,000	51,864,000	114,169,000
50	First Interstate Bank of Oregon NA, Portland	3,620,970,000	4,620,548,000	373,869,000	757,730,000	11,355,000	74,053,000
262	OregonBank,Portland	726,795,000	896,942,000	45,546,000	154,883,000	10,474,000	19,580,000
	PENNSYLVANIA						
15	Mellon Bank NA, Pittsburgh	13,014,230,000	20,411,050,000	N.A.	N.A.	N.A.	N.A.
32	PhiladelphiaNationalBank	4,656,890,000	6,267,749,000	3,386,000	432,188,000	121,487,000	66,817,000
34	PittsburghNationalBank	4,599,477,000	7,959,603,000	199,884,000	227,686,000	52,854,000	38,437,000
53	First Pennsylvania Bank NA, Philadelphia	3,422,837,000	5,200,854,000	90,384,000	424,379,000	2,004,000	36,452,000
61	FidelityBank,Philadelphia	3,072,988,000	4,340,735,000	N.A.	N.A.	N.A.	N.A.
70	GirardBank,Philadelphia	2,613,313,000	4,238,966,000	315,997,000	432,701,000	1,409,000	76,800,000
73	Provident National Bank, Philadelphia	2,554,445,000	3,591,548,000	89,006,000	482,606,000	16,856,000	32,867,000
74	Equibank,Pittsburgh	2,489,131,000	3,091,030,000	96,485,000	459,341,000	1,805,000	73,550,000
80	American Bank & Trust Co., Reading	2,273,669,000	2,617,557,000	89,094,000	552,586,000	13,296,000	54,237,000
95	ContinentalBank,Norristown	1,981,792,000	2,295,776,000	62,782,000	587,656,000	3,551,000	64,478,000
107	HamiltonBank,Lancaster	1,792,909,000	2,441,084,000	118,414,000	280,985,000	5,299,000	64,450,000
128	Industrial Valley Bank & Trust Co., Philadelphia	1,515,928,000	1,823,063,000	33,988,000	301,062,000	0	14,750,000
141	Union National Bank, Pittsburgh	1,458,546,000	1,650,281,000	75,347,000	397,995,000	0	15,591,000
165	Dauphin Deposit Bank & Trust Co., Harrisburg	1,200,865,000	1,453,169,000	77,839,312	201,405,116	3,484,975	36,230,000
197	Northeastern Bank of Pa., Wilkes-Barre	991,516,000	1,098,110,000	46,013,000	186,528,000	1,378,000	17,230,000
200	Commonwealth National Bank, Harrisburg	976,726,000	1,185,217,000	65,174,000	155,440,000	20,019,000	20,018,000
204	First National Bank, Allentown	963,336,000	1,125,168,000	42,351,000	119,232,000	34,910,000	32,327,000
234	First Eastern Bank NA, Wilkes-Barre	802,836,000	938,788,000	29,545,000	145,535,000	1,893,000	18,626,000
258	Southeast National Bank of Pa., Malvern	741,360,000	867,396,000	52,800,000	182,058,000	7,205,000	22,386,000
259	MarineBank,Warren	741,296,000	828,980,000	47,371,000	137,460,000	3,662,000	19,490,000
261	Central Penn National Bank, Philadelphia	732,630,000	1,020,699,000	19,437,000	154,473,000	634,000	20,954,000
274	First Seneca Bank, Butler	694,214,000	760,785,000	45,432,000	179,218,000	3,945,000	10,784,000
293	United Penn Bank, Wilkes-Barre	654,195,000	713,417,000	23,760,000	143,375,000	3,622,000	11,878,000
296	Merchants National Bank, Allentown	644,132,000	721,292,000	19,913,000	91,389,000	17,020,000	18,590,000
	PUERTO RICO						
85	Banco Popular de Puerto Rico, San Juan	2,194,397,045	2,623,215,989	N.A.	N.A.	N.A.	N.A.
151	BancodePonce	1,345,210,697	1,527,114,000	7,159,000	122,578,000	94,460,000	1,470,000
242	Banco de Santander-Puerto Rico, Hato Rey	773,976,193	852,765,506	1,285,028	2,347,413	1,349,375	0
273	Banco Central Corp., Hato Rey	694,467,797	947,020,325	1,614,494	13,008,105	3,222,459	0
	RHODE ISLAND						
55	Fleet National Bank, Providence	3,263,848,000	4,085,070,000	67,305,000	314,862,000	24,420,000	60,542,000
136	Old Stone Bank, Providence	1,496,508,000	1,850,510,000	18,178,000	188,907,000	18,614,000	46,892,000
148	Rhode Island Hospital Trust National Bank, Providence	1,371,540,000	1,800,713,000	48,172,000	300,991,000	47,182,000	53,043,000
	SOUTH CAROLINA						
127	South Carolina National Bank, Columbia	1,533,694,000	2,123,732,000	107,423,000	229,824,000	19,845,000	N.A.
143	Citizens & Southern National Bank, Charleston	1,430,624,757	1,717,958,594	121,056,938	283,319,290	23,290,267	27,072,856
160	Bankers Trust of South Carolina, Columbia	1,227,814,024	1,535,983,000	82,807,000	233,446,000	7,944,000	20,191,000
157	First National Bank of S.C., Columbia	1,177,201,000	1,478,908,000	103,412,000	161,164,000	49,049,000	20,208,000
256	Southern Bank & Trust Co., Greenville	743,808,000	820,926,000	55,698,000	218,840,000	2,508,000	13,605,000
	SOUTH DAKOTA						
91	Citibank (South Dakota) NA, Sioux Falls	2,073,982,000	3,004,926,000	N.A.	N.A.	N.A.	N.A.
212	First Bank of South Dakota NA, Sioux Falls	902,601,000	1,085,124,000	62,570,000	112,210,000	27,961,000	21,861,000
	TENNESSEE						
142	First Tennessee Bank NA, Memphis	1,451,327,000	2,094,222,000	91,706,000	170,218,000	24,505,000	15,602,000
154	Third National Bank, Nashville	1,323,765,000	1,697,801,000	43,232,000	171,528,000	30,686,000	35,771,000
163	First American Bank, Nashville	1,222,025,000	1,557,107,000	46,209,000	128,886,000	42,283,000	26,800,000
164	Union Planters National Bank, Memphis	1,210,157,000	1,629,471,000	55,045,000	234,342,000	70,246,000	10,671,000
176	Commerce Union Bank, Nashville	1,110,086,738	1,512,316,000	45,026,000	123,874,000	40,440,000	24,924,000
269	National Bank of Commerce, Memphis	707,285,000	944,244,000	28,436,000	154,689,000	39,567,000	7,939,000
285	American National Bank & Trust Co., Chattanooga	670,970,000	820,834,000	32,505,000	103,793,000	16,630,000	17,362,000

Geographic Breakdown of Top 300 Banks Including Assets and a Breakdown of Selected Deposit Accounts

Compiled by American Banker Copyright 1983

Rank 6/30/83		Total Deposits 6/30/83	ASSETS AND SELECTED DEPOSIT BREAKDOWN 6/30/83 Total Assets	NOW Accounts	Money Market Deposit Accts.	Super Now Accounts	Individual Retirement Accts.
	TEXAS						
19	RepublicBankDallasNA	8,279,843,000	11,993,494,000	67,474,000	95,086,000	37,167,000	26,614,000
20	InterFirst Bank Dallas NA	7,658,553,000	11,934,745,000	84,155,000	143,959,000	41,976,000	6,195,000
21	First City National Bank, Houston	7,360,433,000	9,801,010,000	82,807,000	144,769,000	30,201,000	13,634,000
24	Texas Commerce Bank NA, Houston	6,568,168,000	10,119,342,000	47,750,00	200,502,000	29,771,000	6,513,000
54	Mercantile National Bank, Dallas	3,291,498,000	5,041,678,000	54,303,000	168,322,000	2,596,000	9,489,000
69	Bank of the Southwest NA, Houston	2,620,732,000	3,260,664,000	43,688,000	89,005,000	30,370,000	3,672,000
97	Allied Bank of Texas, Houston	1,913,807,000	2,794,402,000	14,415,000	106,351,000	12,064,000	6,184,000
126	Texas American Bank/Fort Worth NA	1,538,865,000	2,289,793,000	44,343,000	134,369,000	14,677,000	25,002,000
144	RepublicBankHoustonNA	1,424,077,000	1,825,809,000	19,886,000	59,462,000	9,860,000	1,454,000
156	Frost National Bank, San Antonio	1,276,723,695	1,626,861,424	66,953,000	140,964,000	19,930,000	4,162,000
177	First National Bank, Fort Worth	1,109,929,982	1,514,897,877	41,609,336	70,402,701	23,805,553	19,062,416
185	InterFirst Bank Austin NA	1,058,553,000	1,313,447,000	38,521,000	77,369,000	77,712,000	6,052,000
186	InterFirst Bank Houston NA	1,056,978,000	1,509,507,000	8,927,000	28,442,000	7,051,000	2,043,000
203	First National Bank, Midland	965,830,000	1,547,489,000	988,000	254,915,000	125,232,000	10,491,000
221	Capital Bank NA, Houston	850,079,000	1,143,180,000	6,859,000	78,929,000	3,888,000	87,000
236	National Bank of Commerce, San Antonio	800,821,000	993,421,000	41,359,000	91,865,000	3,605,000	0
247	First City Bank, Dallas	759,786,000	1,216,512,000	13,649,000	39,015,000	1,922,000	2,630,000
251	Texas Commerce Bank-Austin NA	754,427,929	1,041,938,760	28,013,791	170,364,063	31,866,394	4,423,915
254	LaredoNationalBank	745,445,000	812,157,000	23,338,000	39,086,000	10,811,000	698,000
264	First National Bank, Amarillo	722,459,755	913,654,000	1,815,000	57,336,000	45,750,000	20,967,000
276	BancTexasDallasNA	690,469,000	907,523,000	7,218,374	26,859,366	2,195,895	551,341
288	State National Bank, El Paso	659,015,521	723,349,970	N.A.	N.A.	N.A.	N.A.
300	El Paso National Bank	638,499,643	755,408,000	13,943,000	79,463,000	5,880,000	2,365,000
	UTAH						
99	First Security Bank of Utah NA, Ogden	1,908,987,222	2,397,115,662	131,509,226	205,055,788	18,468,950	36,430,203
134	Zions First National Bank, Salt Lake City	1,500,939,759	1,945,120,000	71,812,000	207,488,000	3,511,000	23,219,000
291	First Interstate Bank of Utah NA, Salt Lake City	658,311,703	776,694,691	N.A.	N.A.	N.A.	N.A.
	VIRGINIA						
47	United Virginia Bank, Richmond	3,679,301,000	5,060,394,000	302,920,000	348,891,000	68,674,000	102,939,000
57	Virginia National Bank, Norfolk	3,226,167,000	3,927,245,000	N.A.	N.A.	N.A.	N.A.
68	Bank of Virginia, Richmond	2,638,120,000	3,473,824,000	144,529,000	342,739,000	23,833,000	69,168,000
79	First & Merchants National Bank, Richmond	2,289,232,000	2,803,796,000	169,563,000	172,615,000	26,224,000	45,225,000
153	First National Exchange Bank, Roanoke	1,332,077,000	1,814,948,000	83,805,000	5,674,000	167,242,000	58,023,000
182	First American Bank of Virginia, McLean	1,073,338,815	1,249,679,000	57,562,000	148,939,000	19,499,000	15,109,000
206	First Virginia Bank, Falls Church	936,015,968	1,016,360,000	130,480,397	90,349,689	34,815,334	19,944,908
227	Central Fidelity Bank NA, Richmond	814,742,000	1,079,911,000	58,094,000	164,950,000	233,000	19,587,000
267	Central Fidelity Bank NA, Lynchburg	711,867,000	1,005,922,000	48,423,000	110,443,000	267,000	22,351,000
	WASHINGTON						
26	Seattle-FirstNationalBank	6,217,907,000	8,481,422,000	308,995,000	1,009,932,000	14,192,000	63,603,000
35	Rainier National Bank, Seattle	4,504,414,183	5,607,017,000	282,855,000	508,426,000	1,256,000	47,804,000
93	First Interstate Bank of Washington NA, Seattle	2,040,205,000	2,391,898,000	123,935,000	401,828,000	681,000	32,076,000
117	Peoples National Bank, Seattle	1,638,474,000	2,029,113,000	148,224,000	307,364,000	3,946,000	61,552,000
174	Old National Bank, Spokane	1,123,910,000	1,405,680,000	132,778,000	190,305,000	2,259,000	29,026,000
205	Puget Sound National Bank, Tacoma	958,429,829	1,077,252,211	51,018,000	167,034,000	5,652,000	19,532,000
	WISCONSIN						
75	First Wisconsin National Bank, Milwaukee	2,387,249,000	3,460,162,000	79,608,000	140,484,000	19,477,000	34,711,000
210	Marine Bank NA, Milwaukee	910,857,000	1,209,450,000	28,756,000	97,272,000	7,738,000	21,736,000
239	M & I Marshall & Ilsley Bank, Milwaukee	781,213,000	1,398,536,000	23,540,000	45,052,000	6,052,000	27,354,000

NOW Accounts—Negotiable order of withdrawal accounts including savings deposits authorized for automatic transfer, but excluding money market deposit accounts and Super NOW accounts. **Money Market Deposit Accounts or MMDA's**—The new account introduced on Dec. 14,1982, to help banks and thrifts compete with money market mutual funds. These accounts, authorized by the Depository Institutions Deregulation Committee, have a minimum deposit requirement of $2,500. **Super NOW Accounts**—On Jan. 5, 1983, the interest rate ceiling was removed from NOW accounts with an initial balance and average maintenance balance of $2,500. These Super NOWs are another account authoized by the DIDC to help banks and thrifts compete with the money market mutual funds. **Individual Retirement Accounts or IRAs**—The new IRAs offered to the public for the first time in 1982 and excluding Keough Plan accounts. (Please note that American Banker instructed banks to exclude Keough Plans. However, based on the deposit amounts reported by many banks for new IRA deposit accounts, it appears that a large number of banks included Keough Plans in their IRA figure.)

1983 Mergers by Top 300 Banks

NEW YORK — Twenty-five of top 300 commercial banks in the U.S. acquired 42 other banks in the first half of 1983, either by merger or by purchase of all their assets. This compared with 30 banks that made 41 such acquisitions during the first half of 1982.

The number of acquisitions excludes mergers involving "interim" banks which are set up solely for the purpose of expediting the formation of holding companies or other organizational changes that existing banks wish to make.

The complete list of such actions by the top 300 banks is given below. The number to the left of each item is the June 30, 1983, rank of the continuing bank. The list also gives changes of name or location of head office. Over the first half of this year, nine of the top 300 banks had name changes and one moved its head office. In addition, one bank will change its name later this month.

25—NCNB National Bank of North Carolina, Charlotte, changed its name from North Carolina National Bank on Jan. 4.
27—Southeast Bank NA, merged First Marion Bank, Ocala, on Jan. 11, and acquired nine banking centers of First Marine Bank & Trust Co., Riviera Beach, on March 1.
45—Citizens & Southern National Bank, Atlanta, merged Citizens & Southern Bank of Bartow County, Cartersville, on May 31.
52—Norwest Bank Minneapolis NA, changed its name from Northwestern Bank, on May 2.
65—First National Bank, Atlanta, merged Citizens State Bank, Warner Robins, on March 5, and merged Gainesville National Bank on March 31.
68—Bank of Virginia, Richmond, merged Bank of Vienna, on April 29.
78—Atlantic National Bank of Florida, Jacksonville, merged Nassau County State Bank, Callahan, on March 1.
100—Northwestern Bank, Charlotte, N.C., merged Cabarrus Bank & Trust Co., Concord, on April 1.
105—United Jersey Bank, Hackensack, N.J. merged United Jersey Bank/North, Montvale, on April 9.
113—AmSouth Bank NA, Birmingham, Ala., changed its name from First National Bank on March 25. It merged the following six banks: Peoples Bank, Tuscaloosa, on April 15; Bank of Sulligent, on April 22; Bank of Gadsden, on May 13; Bank of Arab, on May 27; Fort Payne Bank, on June 10; and AmSouth Bank of Houston County, Dothan, on June 24.
116—Suburban Bank, Bethesda, Md., merged Suburban Bank/Western, Hancock, and Thurmont Bank, on March 18.
122—First Citizens Bank & Trust Co., Raleigh, merged Peoples Bank of N.C., Madison, on June 29.
125—First National Bank of Commerce, New Orleans, merged Bank of New Orleans & Trust Co., on May 23.
143—Citizens & Southern National Bank of S.C., Charleston, merged Bank of Fort Mill, on June 8.
152—Branch Banking & Trust Co., Wilson, N.C., merged City National Bank, Charlotte, on June 6.
153—First National Exchange Bank, Roanoke, Va., merged First National Exchange Bank of Montgomery County, Blacksburg, on Feb. 9.
154—Third National Bank, Nashville, Tenn., purchased the assets and assumed the liabilities of City & County Bank of Anderson County, Lake City, on May 27.
158—First Secutity Bank of Idaho NA, Boise, merged Butte County Bank, Arco, in June.
161—NCNB National Bank of Fla., Tampa, changed its name from Exchange Bank & Trust Co. of Fla. NA, on March 25.
163—First American National Bank, Nashville, Tenn., changed its name from First American Bank of Nashville NA, on April 15.
164—Union Planters National Bank, Memphis, Tenn., purchased the assets and assumed the liabilities of United American Bank in Hamilton County, Chattanooga, and United Southern Bank, Nashville, on May 27.
168—New Jersey National Bank, Trenton, purchased the assets and assumed the liabilities of Citizens State Bank of New Jersey, Forked River, on April 1.
180—Bank One, Columbus, NA, Ohio, changed its name from Bank One of Columbus NA, on July 1.
193—Albuquerque National Bank, N.M., will change its name to Sunwest Bank of Albuquerque NA, on Aug. 29.
206—First Virginia Bank, Falls Church, merged Farmers & Merchants Bank, Fredericksburg, on June 6.
210—Marine Bank NA, Milwaukee, merged South Milwaukee Marine Bank; Oak Creek Marine Bank; and Cudahy Marine Bank, in June.
212—First Bank of South Dakota NA, Sioux Falls, merged five banks on May 1: First National Bank, Miller; First National Bank, Lemmon; First Potter County Bank, Gettysburg; First National Bank, Clark; and First Bank NA, Aberdeen.
213—Bank One, Dayton NA, Ohio, changed its name from Winters National Bank & Trust Co., on June 1.
215—Central Bank, San Francisco, changed location from Oakland, on Jan. 17. It merged Solano County Bank, Fairfield, on Jan. 31, and American City Bank, Los Angeles, on Feb. 25.
226—First of America Bank-Detroit NA, changed its name from City National Bank, on June 6.
227—Central Fidelity Bank NA, Richmond, Va., merged Central Fidelity Bank, Northern Virginia, Vienna, on Jan. 21.
259—Marine Bank, Warren, Pa., merged Ridgway National Bank, on April 29.
260—NCNB National Bank of Fla., Boca Raton, changed its name from Gulfstream Bank NA, on Jan. 17.
262—Oregon Bank, Portland, merged Lincoln Bank, Lincoln City, on April 29, and Oregon State Bank, Corvallis, on May 31.
268—Norwest Bank Des Moines NA, Iowa, changed its name from Iowa-Des Moines National Bank, on May 1.
282—Florida National Bank, Jacksonville, merged Peoples Bank, Saint Augustine, on April 8.

Menditto Is Operations Chief at Bowery Savings

NEW YORK — Michael J. Menditto has been named senior vice president of the Bowery Savings Bank in charge of the bank operations division.

Prior to joining the Bowery, Mr. Menditto was a vice president of Bankers Trust Co. ■

Boyce Named EVP At Barnett Bank

RIVIERA BEACH, Fla. — Barry B. Boyce has beem promoted to executive vice president/operations administration division of Barnett Bank of Palm Beach County.

John M. Duane Jr., chief executive officer of the bank, said Mr. Boyce will have overall responsibility for bank operations for Barnett's 20-office Palm Beach County network.

Mr. Boyce joined the bank in 1980 as senior vice president. ■

Cook Is President Of Castle & Cooke

SAN FRANCISCO — R. D. Cook, senior vice president of Castle & Cooke Inc., has been named president and chief operating officer-foods.

Named corporate vice presidents of Castle & Cooke were William J. Crum, Kent C. Dorwin, Warren G. Haight, Robert V. Igleheart, Patrick W. Rose, Michael M. Rotolo, and Richard G. Wolford. ■

Calendar 1984 ■ ■ ■

Continued from Previous Page

26-30 — Bank Marketing Association — Chicago, Southwestern Essentials of Bank Marketing School, University of Houston, Houston, Texas.

December

GENERAL

3-4 — National Association of Mutual Savings Banks — New York City, Mid-Year Meeting, The Waldorf-Astoria, New York, New York.

TECHNOLOGY

9-12 — Bank Administration Institute — Rolling Meadows, Illinois, ATM/7 National Conference, Sheraton Hotel, New Orleans.

28-30 — Allied Social Science Association — Nashville, Annual Meeting, Dallas, Texas.

REAL ESTATE

4-8 — National Association of Realtors — Chicago, Real Estate Securities and Syndication Conference, Denver, Colorado.

11-15 — National Association of Realtors — Chicago, Real Estate Securities and Syndication Conference, Chicago, Illinois.

McGregor Banco New BHC

MINNEAPOLIS — The Federal Reserve Bank of Minneapolis has approved the application by McGregor Banco Inc., McGregor, Minn., to become a bank holding company by acquiring the State Bank of McGregor.

Deposits . . .

Continued from page 1

largest bank, comes in second in the MMDA category with $5.6 billion, or 17.4% of its total deposits. It is followed by 11th-ranked Wells Fargo Bank NA with $4.8 billion, or 24.7% of its total deposits; third-ranked Chase Manhattan Bank NA with $4.04 billion, or 7% of its total deposits; and eighth-ranked Security Pacific National Bank with $4 billion, or 15.3% of its total deposits.

Among the top 300 banks, 264 reported having MMDAs totaling $102.8 billion, or 11.9% of their total deposits. Thirty banks did not report their MMDAs, and six banks said they had no MMDAs.

On Aug. 12, American Banker reported that the top 300 S&Ls in the nation had approximately $71 billion, or 19.3%, of their total deposits in the new MMDAs.

Two hundred fifty-two of the 300 largest commercial banks reported offering the new Super NOW accounts that were introduced last January. These banks had $7.6 billion in Super NOWs, or 1% of their total deposits. Of the remaining 48 banks, 20 reported that they did not offer Super NOWs and 28 did not respond.

The top three California banks had the largest amount of Super NOW deposits. Bank of America had $848 million in Super NOWs on June 30, Security Pacific had $399 million, and Wells Fargo had $240 million.

The largest New York bank in Super NOWs is 13th-ranked Marine Midland Bank NA, with $139 million in these deposits.

Among the top 300 banks, 256 reported new individual retirement accounts totaling $10.4 billion, or 1.4% of their total deposits. Twelve banks had no new IRA accounts, and 32 did not report. The IRA figures do not include Keough Plan accounts.

Again, Bank of America was the top bank in this deposit category with $917 million. It was followed by Wells Fargo with $470 million and second-ranked Citibank NA with $387 million.

Last week, American Banker reported that the top 300 S&Ls had 1.3% of their deposits, or $4.7 billion in Super NOWs, and 3.2% of deposits, or $11.7 billion, in new IRAs. ■

Stedman Is Senior VP At East New York SB

NEW YORK — Paul W. Stedman has been named a senior vice president of the East New York Savings Bank.

Mr. Stedman joined the bank in 1982 as a mortgage administrator following a 36-year career at the Williamsburgh Savings Bank, where he retired as a senior vice president.

At East New York, he takes over the duties of James G. Baldassare, senior vice president, who recently retired from the bank after 45 years of service.

Mr. Stedman will be responsible for the mortgage origination, servicing, and appraisal departments, and East New York's real estate portfolio. ■

To Our Readers

The American Banker would appreciate your comments on the "Top 300 Commercial Banks" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

Mitsui Manufacturers
not just another bank

Condensed Balance Sheet	June 30, 1983
Resources	($000)
Cash and Due from Banks	$ 91,544
Investment Securities	402,686*
Trading Account Securities	1,770
Federal Funds Sold	103,480
Loans	978,736
Lease Financing	37,708
Total Loans and Lease Financing	1,016,444
Less Allowance for Credit Losses	10,168
Net Loans and Lease Financing	1,006,276
Bank Premises and Equipment	24,674
Other Real Estate Owned	13,631
Customers' Acceptance Liability	28,225**
Accrued Interest Receivable	22,432
Other Resources	2,173
Total Resources	$1,696,891
Liabilities and Shareholder's Equity	
Demand Deposits	$ 288,334
Savings Deposits	325,379
Time Deposits	882,070
Total Deposits	1,495,783
Federal Funds Purchased and Securities Sold Under Repurchase Agreements	28,579
Other Liabilities for Borrowed Money	11,725
Acceptances Outstanding	28,225**
Accrued Interest and Taxes	15,441
Other Liabilities	7,606
Total	1,587,359
Subordinated Capital Notes	10,000
Shareholder's Equity	99,532
Total Liabilities and Shareholder's Equity	$1,696,891

* Investment securities were pledged to secure $108,197,000 in Public Deposits and $10,128,000 in Treasury Tax and Loan Notes at June 30, 1983.
** "Standby" Letters of Credit totaling $62,072,000 at June 30, 1983 were not included in the Balance Sheet.

Headquarters: 515 So. Figueroa, Los Angeles, CA 90071 • 213/485-0331
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Beverly Hills: 9701 Wilshire Blvd., Beverly Hills, CA 90212 • 213/205-3700
Encino: 16255 Ventura Blvd., Encino, CA 91436 • 213/716-4500
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Judge Voids US Takeover Of Biscayne

By MERWIN SIGALE

MIAMI — A federal judge ruled Friday that the Federal Home Loan Bank Board abused its powers when it took over Biscayne Federal Savings and Loan Association, and he ordered the Miami thrift returned to its former owners.

U.S. District Court Judge Eugene P. Spellman told the Bank Board and the plaintiffs — Biscayne's former management and stockholders — to confer within 30 days and reach "an amicable plan for dissolving the receivership and restoring Biscayne." If an agreement is not reached, he said, the court will determine the manner of carrying out his order.

Barring an overturn of the ruling on appeal, it would be the first time the

➳ Biscayne: Page 32

Comptroller Creates International Watchdog

New Supervisory Unit to Monitor Risks Posed to US Banking System

By ROBERT E. NORTON

WASHINGTON — The Comptroller of the Currency has established a new supervisory unit to monitor international activities of national banks, "demonstrating the kind of importance we are placing on the issue of supervision of international business," a spokesman said.

"The new division will permit the Comptroller's office to identify and respond more effectively to the risks posed to the national banking system by international events and conditions," the agency announced.

According to a spokesman for the Comptroller's office, the unit — to be known as "international relations and financial evaluation" — will bring together all the agency's international supervisory functions and will establish closer links with other federal agencies such as the Securities and Exchange Commission, the Treasury, and the State Department.

The new unit will also work closely with other organizations including the International Monetary Fund, regional development banks, the new Institute for International Finance, and bank supervisors in other countries.

The move is "a natural evolution of the supervisory function and of the need for the office to respond to the changing environment," said Deputy Comptroller Robert R. Bench, who will be in charge of the unit.

Mr. Bench, an 18-year veteran of the Comptroller's office — most recently, in charge of international banking for the agency's multinational group — will report directly to H. Joe Selby, senior deputy comptroller for bank supervision.

According to a spokesman at the agency, one impetus for the new division's formation was the testimony of

➳ Comptroller: Page 8

IMF Says Lingering Problems Threaten World Recovery

NEW YORK — While there are signs that the world economy may be poised for a revival in trade and production, the triple threat of inflation, protectionism, and debt in the developing countries remains, the International Monetary Fund warns in its annual report.

In 230 pages of text and statistics, the report, released Sunday, paints a bleak picture of the recent past. It notes several present signs of encouragment as well, but prosperity in the future, the report cautions, will be dependent on a crucial mixture of sustained recovery in the industrialized countries, non-inflationary monetary policy, and reduced volatility in the foreign exchange markets.

There will also be "a vital need for international cooperation, including the difficult foreign debt situation, the provision of adequate official development aid to low-income countries, and the avoidance of protectionist trade policies by all countries," the report says.

Each year, the 146-member organization releases an annual report in anticipation of its joint annual meeting with the World Bank. Unlike most of the IMF's publications, this report is a document of the executive board and is considered the body's major policy statement.

Between 2,500 and 3,000 bankers and government officials will convene in Washington in two weeks for the 1983 meeting, to be held in a somewhat more auspicious atmosphere than last year's.

In September 1982, the shock waves from Mexico's de facto debt moratorium were still being felt, and the Federal Reserve was expanding the U.S. money supply to ward off a worldwide credit crunch.

This time around, the internation finance system has proved it can cope with an unprecedented level of debt rescheduling, and the short-term problems of many debtor countries have been solved — Mexico being the largest and Yugoslavia, which signed a

➳ IMF: Page 8

Guide to Discount Securities Brokers

American Banker today publishes its first Guide to Discount Securities Brokers, beginning on page 22. The guide lists the name, location, number of offices and active accounts, and the clearing agents for 105 discount brokers in 28 states and the District of Columbia.

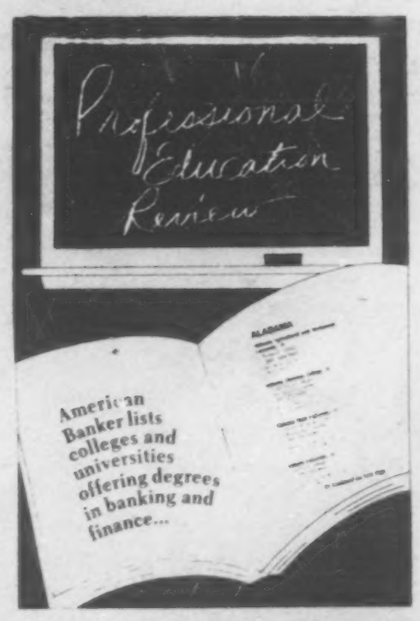
A separate table on page 21 lists discount brokers that have been acquired by banks or bank holding companies and the date of regulatory approval of the purchase.

With more than 600 banks and

➳ Guide: Page 21

INSIDE

Focus on Education


Professional Education Review
American Banker lists colleges and universities offering degrees in banking and finance...

American Banker today lists colleges and universities that offer graduate and undergraduate degrees in banking and finance. See page.....9.

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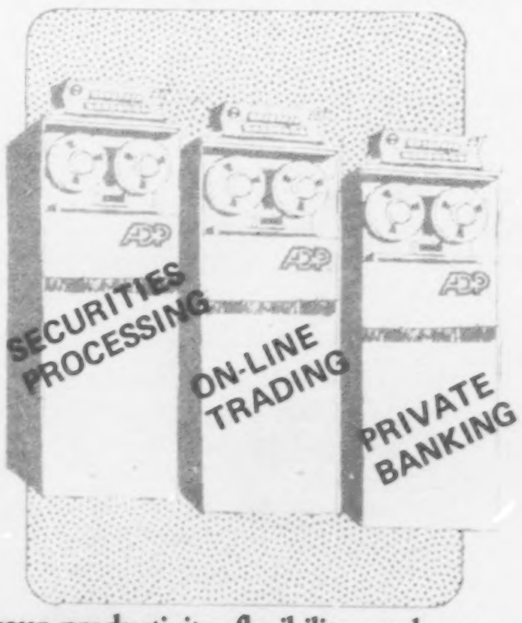

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Discount Brokerage Is Here to Stay, and Banks Can Win at the

By MARK D. COLER
and ELLIS M. RATNER

NEW YORK — It's a low-margin business, but the volume is high and the risks are low. Does that sound familiar? It should. There used to be a business like this called banking.

This one is called discount brokerage. And the similarities between the two businesses may explain why bankers are turning out to be naturals as discount brokers.

Skeptics claim that bank discount brokerage is a passing fad — too many banks chasing too small a market — that will end in a serious shakeout when the next sustained bear market arrives.

However, a just completed survey of the industry leads us to conclude that bank brokerage is no passing fad, but a major and permanent shift in the structure of the brokerage industry. Here are just a few of the survey findings that led us to this conclusion:

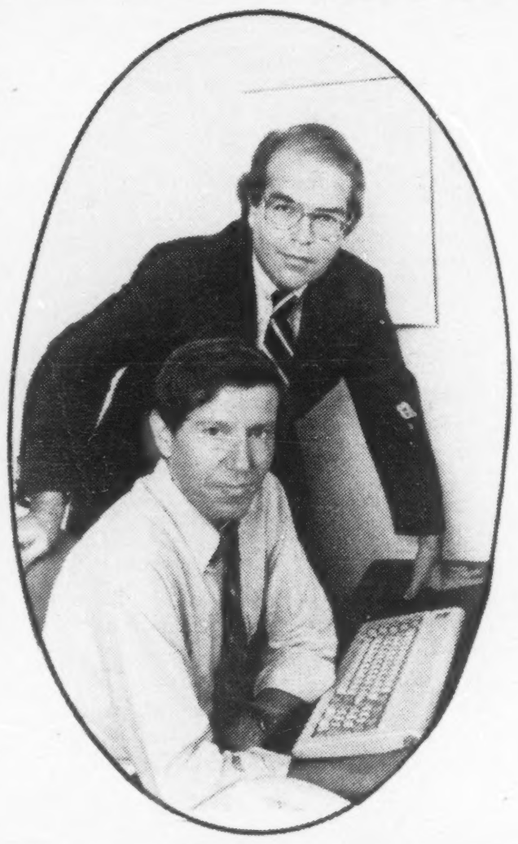
Banks and thrifts have signed up discount clients at a rate in excess of 10,000 a week over the past few months, and this rate is not likely to diminish during the next year.

In addition, through acquisition of discount firms, banks and thrifts as a group have or will acquire almost another 800,000 to 1 million clients.

Sales plans are meeting or exceeding expectations in 70% of the banks and thrifts we surveyed. Only 12% are not at least meeting their marketing goals.

Based upon this and other information developed in the survey, we project that banks and thrifts will handle at least one-quarter of the retail stock trades in the country within three years.

Banks and thrifts are entering the discount brokerage business at a faster rate, and with greater success, than most experts predicted just nine months ago, say Mark D. Coler, seated, and Ellis M. Ratner, president and executive vice president, respectively, of Discount Brokerage Advisory Services Inc., a New York consulting firm. This article is based on research conducted for American Banker and for two books they will publish this fall.



Tapping the Mainstream Investor

Underlying these impressive statistics is staying power that skeptics have underestimated. That's because the doubters see bank discounters in conventional terms — as 2,000 new entrants to an already crowded business. A more accurate picture is to look at bank brokerage strictly as a new product line.

Like any other product line, you can often get the vendor to stock your shelves, then go in for practically no costs except marketing. That makes for staying power. "Would you drop the service if you weren't turning a profit in two years?" we asked one community banker. "Hell no," he said, "I've got nothing invested in it."

Some of the larger banks are investing, but their investments are comparatively small, show every prospect of turning a tidy profit, and are attracting a surprising number of new customers.

Bank brokerage at a discount is different from discount brokerage. It is tapping the mainstream American investor and producing some startling results:

- In California, Security Pacific National Bank expects to have 125,000 clients by yearend through acquisition and direct sales, and they haven't even tapped their branch system yet. James Quandt, executive vice president of Security Pacific Brokers, estimates the branches will eventually yield another 40,000 to 50,000 clients. The results have been so good that Security Pacific will increase its ad budget several fold next year.
- In San Antonio, the $300 million-asset Broadway National Bank, with no branches, has picked up nearly 1,000 clients since March by being the first in south Texas to offer discount brokerage.
- In Pompano Beach, Fla., the $350 million-asset First Bankers of Florida NA got a jump on its competitors by offering discount brokerage last fall. It attracted more than 1,500 clients through only an initial ad campaign and minimal customer mailings. The bank broke even in six months, and it now expects to triple its clientele in a year.

From what we are seeing, it is only a matter of time before there will be a bank discounter in every city and town that supports a Merrill Lynch Inc. or a Shearson/American Express Inc. — and in quite a few that don't. We'll also hazard a guess that when a bear market returns, as it inevitably will, there will indeed be the shakeout that skeptics have predicted. Someone will have to leave town. But don't bet it will be the banks or thrifts.

"We should know by the end of 1985," a senior partner in a well-known securities firm told his former associate now heading a bank brokerage operation, "whether you people will dominate the retail market." At the rapid pace of the last six months, the results may be in a lot sooner.

This is not to say that every bank's experience with discount brokerage has been a happy one. When asked whether their projected clients would increase substantially over the next year, one banker's reply was, "They had better if we want to keep our job."

Another medium-size bank set up placards in its lobbies, sent out statement-stuffers supplied by its wholesaler to thousands of depositors, and sat back to wait for the accounts to pour in. Bank officials are still waiting, and several months after starting, they have signed up a total of 20 accounts.

No Investment Advice

While most have had a happier experience, the degree of success in attracting clients and reaching break-even points varies substantially, even in similarly situated banks. In the end, as one broker said, "It's a business, like any other." Some do it better; some do it worse. In the balance of this article, we'll try to suggest how you can do it better.

You don't have to call it "discount brokerage." Many institutions just call it "brokerage," because they feel that "discount" has a bad connotation.

Whatever you call it, our advice is this: be sure it is discount brokerage that you are offering — good service, good execution, good reports, but absolutely no solicitation or investment advice.

This conclusion is at odds with a major study conducted by the American Bankers Association, which identified nondiscount securities brokerage as a promising area. It is also evidently at variance with the 80 thrifts that have elected to offer independent investment advice provided by Value Line Inc. and 25% off full-service commissions through Tampa-based Invest.

It is clearly at variance with Prudential-Bache Securities Inc.'s offer to put a broker in your lobby in exchange for a slice of the resulting commissions.

The last place that you want a broker offering investment advice, we believe, is in your lobby. It's all very well while the sun shines and the market rises. But when the bears return, and even the best-researched stocks drop 40%, that investor will forget your clear disclaimers about the risk of stock investment. But he'll remember very well the lobby where he bought that stock.

If you're going to play the brokerage game, play it on your own turf. The beauty of discount brokerage is that it is your turf — a pure transaction service — you take an unsolicited order, execute it, report back, transfer the funds. You can readily run it with bank personnel as an agency, or if you're making a larger commitment, with personnel drawn from the back offices of the brokerage firms whose salary levels and orientation are compatible with those of banks.

With discount brokerage, there is no risk of well-intended, well-researched advice gone wrong because the market is down. If it is run right, there is little risk of a backfire — of losing that good customer for a $10 commission.

Michael Gusik knows that. Mr. Gusik has been running the discount arm of the $10 billion-asset statewide Barnett Banks of Florida since January. The company has thousands of clients, yet to date its list of unresolved customer complaints has one entry.

Setting Up the Operation

The first issue you face is how to set up the operation. Let's start by eliminating "Option 3."

At the U.S. Treasury Department, Option 3 was thrown into a memorandum for the secretary to display the breadth of our analysis and to make the more realistic Option 2 look good. In banking, Option 3 is setting up your own discount brokerage from soup to nuts, from taking orders right down to having personnel on the floor of the New York Stock Exchange. No bank that we know of has ever started this way, though Security Pacific, once it became familiar with the business, moved to buy its own seat on the NYSE.

If the acquisition of an existing discounter is an attractive option for you, plan on moving fast. "The window for quality acquisitions is closing," says Security Pacific's James Quandt. He certainly should know, since he helped drop it a few notches through several current and pending acquisitions.

"It should be closed by next year," he says. This assessment makes sense: Of the approximately 120 discount brokers in the country in our May survey, we see only a fraction of these that would be a good fit for most financial institutions.

For most banks and thrifts, discount brokerage begins with the selection of what we call a "brokerage wholesaler." We use this term because it is easiest to think of setting up a discount brokerage service as retailing a product you bought at wholesale. At a minimum, you will use another firm to execute trades on the floor of the exchanges, to clear those trades, and, in all likelihood, to handle the paperwork. Call this Option 2.

But you can't call these wholesalers "clearing houses" since some are intermediaries between the bank and the actual clearing house. Strictly speaking, even the largest wholesaler, Fidelity Brokerage Services Inc., is an intermediary since it does not clear and execute all its own trades.

The good news for banks and thrifts is that the number of brokerage wholesalers is expanding rapidly. We know of about 25, and new ones seem to join the ranks each week. This means a wider variety of options and better terms.

Agency Route a Possibility

For example, 15% of commission revenues was once the norm for banks acting as agents for brokerage wholesalers. Now a bank can get 30% in some cases from a good wholesaler, with no front-end costs.

If you want to go into discount brokerage with no money down, go the agency route. You send out account forms, help open the account, answer a few questions. You may also elect to take your customers' orders. Your wholesaler essentially does everything else. He holds your client's cash, executes and clears the orders, provides the confirmations for each transaction and the monthly statements for each active account. In theory, he provides you with all the support you need, so that all you have to do is sign up the customer.

Your only cash investment is marketing costs and any legal fees. It can be run with minimal staff. Since marketing costs can be kept closely in line with profits, your out-of-pocket risk is minimal.

So too is your share of commissions, typically 15% to 20%, although sometimes 30%, depending on your wholesaler. In a normal market, your cut of the gross commission income might average $30 to $60 per account per year.

Private vs. Wholesaler Label

If you don't care whether your clients call you or your wholesaler, then you'll want to work with a wholesaler who offers an 800 number your clients can call. Then you just sign up the accounts; they deal directly with the wholesaler.

While this is the easiest means of entry and the least expensive to staff,

Game If They Play It Smart and Define Their Goals

some bankers feel it leaves them too far out of the picture. Their concerns range from fear that the client will come to identify with the wholesaler and that some wholesalers may steal their customers to regional considerations. "I don't know about other parts of the country," says one banker, "but around here people want to deal with their bank, not some Yankee-talking guy."

If these concerns outweigh the convenience factor, then you should be shopping for a wholesaler who offers what we call a "private label" agency. The customer calls the bank, who then calls the wholesaler. The confirmations and monthly reports are then, typically, issued by the wholesaler, bearing the name of the bank and a generic-sounding subsidiary.

The other principal justification for the private-brand approach is to permit you an easy transition from an agency to full discounter. If you may eventually want to go this route, a private brand is an easier departure point. If you've been selling the merits of a wholesaler all along, you may have a problem when you want to launch your own service. But if the customer's dealing with you, he's not aware of the switch.

Full Discounter

If you're prepared to invest $100,000 to $250,000 or more in start-up and annual costs the first year, and similar amounts thereafter, then you may wish to become a full-fledged discounter. You take the orders, give quotations, and send them in on your own equipment. The paperwork, monthly reports, and so forth will normally be handled by your clearing firm unless you elect to do them in-house or by using a service bureau.

You'll typically need a minimum of two to three people to run the operation, and most banks use more. A volume of 15 trades per day is sometimes cited as the break-even point, although clearly the level depends upon many factors.

If you take this approach, you are as much a full-fledged discounter as any you see in the newspaper, and operating in the same manner as most. If you have the volume to support the overhead, this can be a very profitable little business. Your gross profit on each ticket (after clearinghouse costs but before your overhead) on a typical $65 trade might rise from the $10-to-$20 range, depending on which wholesaler you used, to somewhere in the vicinity of $40. When the volume is there, that extra $20 or $30 can do wonders for the bottom line.

Apart from profits, the key advantage of becoming a full discounter is control over most aspects of your relation with the customer: order taking, commission levels, and everything else except execution and clearing. Even here, you have substantial control since you can shift clearinghouses if you become dissatisfied with terms or service. This is the approach that the largest banks, some medium-size ones, and a few smaller banks have taken.

Monitor Commission Levels

Information on how banks and thrifts are pricing is based on our survey as well as a discount brokerage advisory services data base of more than 12,000 stock and option commissions across the country, drawn from the commission schedules of over 200 banks and security discount brokers.

To date, no "commission wars" have broken out. Bank pricing is cautious and clustered in a much narrower range than discounters as a whole. A bit of commission competition is showing up, however, in high-value transactions.

A small but significant number of bellwether banks have adopted a "transaction" approach, with commissions levied at a flat charge per share.

There are signs of incipient regional patterns, with commission pricing adjusting to local competition and demand.

Price your commissions as high as you can, as long as you can. Banks and thrifts have every reason to belive that they are offering a premium product with stability that commands a modest premium. On the other hand, even a premium product can get out of line if enough other banks are offering a product perceived as similar, so monitor commission levels and new competitive conveniences being offered in your market.

Beware that, unless you are in an unusually isolated market, your actual or potential competition is not just Merrill Lynch or Fidelity. In any city where the Wall Street Journal, Barrons, or the like is sold, your best potential customers are being courted by out-of-towners with 800 numbers. Watch their rates and services, too. They draw clients from many states. Discount brokerage is a telephone business, so this long-distance courtship can be very effective.

And the "800 competition" could intensify shortly. Some of the money center banks have indicated they will step up their push for nationwide discount brokerage accounts through various means, including loan offices, the media, and statement stuffers in Visa card communications.

Organizational Challenges

Two major organizational problems arise here: meshing personnel out of the banking and securities industry, and getting disparate parts of the bank to work together.

"I feel like an island between the bank and Fidelity," said the manager of a discount brokerage division, newly recruited from the securities industry. "If you keep every record that every bank wants you to keep, you will end up keeping records and not doing any business."

As newcomers moving from a less-structured environment, securities people may be unable or unwilling to fight the battles of corporate politics, and may need a helping hand. One dismayed broker was unable to get his bank's marketing department to include even a single statement stuffer in the bank's mailings. They told him that the clients were saturated with other matters.

Your staffing options are vastly different in New York than in Sioux City, but if you're running more than an agency you'll need a good office manager with experience in the bank or drawn from the operations room of a securities firm. Registered representatives are an asset when available, but they are not necessary.

Having at least one "Indian" is advisable. As a former boss at the Treasury once told me: "If you're all chiefs, you can spend a day deciding who goes out to get the coffee." This is an operation where many tasks are akin to getting coffee.

"We want to be overstaffed," said one successful bank broker. What he meant was that banks are less willing than discount brokers to leave clients waiting on the line, or risk customer irritation with occasional poor service. This means that you may have to hire more persons than you anticipated or your vendor projected.

The Role of the Branch

No aspect of the bank offers more of a role for pioneering, or tripping up, than use of the branch system. The intensive saturation of a limited geographic area through branches has no real parallel in the securities industry.

How branches should be deployed with respect to offering advice about accounts is a different issue. In less sophisticated areas, more attention is directed toward the branches, since they are more sophisticated than most of the clientele. In big cities, it may be the reverse.

One major bank, for instance, tries to steer its clients clear of the branches. "We may lose accounts because people in the branches are not sophisticated," explained one of the bank's managers.

Broker-to-Broker Transfers

"Don't quote me on this, but broker-to-broker transfers from the regional firms in this town take three weeks while the wire houses take one to two months to transfer. They deliberately throw down roadblocks. That is in violation of the New York Stock Exchange rules, but our wholesaler doesn't feel they can do anything about this," said one exasperated banker.

A broker in another city confirmed this account. "It's horrendous," he said. "But it's nothing new. They just don't like losing that account."

Forewarned is forearmed. Tell your clients that their former broker may cause a delay at the outset. They'll blame you by the fourth or fifth week, but at least you can spread it around a bit.

If you have an area with decent demographics, and that fleeting opportunity to be first, take it. You don't have to be the biggest bank in the area. Just be the smartest. Some of the biggest successes we have seen are moderate-size banks willing to be first, and to back their entry with an aggressive ad campaign.

Discount brokerage typically encompasses a group of related areas: stocks, options, corporate bonds, government bonds, and municipal bonds and notes. In a bank context, it is linked with a checking or interest-bearing account of some kind. Taken together, these represent a large slice of the investor's liquid asset pie.

Once you have established a brokerage relationship, the investor will come to you for other financial investments, mutual funds, municipal bond funds and unit trusts, IRA, Keogh plans, commodity futures, tax shelters, etc., some of which banks can currently offer.

The cross-selling potential is real. Our survey confirmed that a substantial portion of the discount brokerage customers who are new to a bank are voluntarily opening checking and interest-bearing accounts. There was also some confirmation of the common-sense notion that customers who sell assets through an institution tend to keep higher balances there.

Few banks have formally studied this yet, but securities brokers will tell you it's true. Among the other cross-selling possibilities that our survey revealed were estate planning services, trust accounts, credit cards, and precious metals.

Discounting is not a bad way of attracting new banking customers as well. Security Pacific has picked up nearly 14,000 new accounts in this manner, as have many other banks. A surprisingly high percentage of the brokerage customers are new to the bank. This is true even when a deposit relationship is made a condition of a brokerage account.

Legislative Outlook

Congress will hold hearings when members return this month. Some favorable legislation has been introduced. So, too, has some restrictive legislation. With a presidential election a year away, however, most members expect little or no substantive action.

The Securities Industry Association will not overturn the Federal Reserve Board's decision to permit bank holding companies to acquire discount brokers. But neither will banks be underwriting revenue bonds soon.

The outlook in Washington is for continued incremental movement toward a financial services community structured within the limits of permissible interpretations, or reinterpretations, of existing law. But no fireworks.

The best thing that banks and thrifts can do now is to "cultivate their gardens." Develop a brokerage relationship with your customers now, within these permissible limits. Then when the financial supermarket opens up, you'll be ready for it.

If your clients are happy with their brokerage relationship, a lot of other things will fall into place. It worked for Merrill Lynch; it will work for you. ■

Bank-Owned Discount Brokers

Discount Broker	Parent	Regulatory Approval
Brenner Steed Inc.	Union Planters National Bank	9/17/82
Kahn & Co.	Security Pacific National Bank	1/5/83
Charles Schwab & Co. Inc.	BankAmerica Corp.	1/7/83
Richard Blackman & Co.	United Jersey Banks	6/3/83
Rose & Co. Investment Brokers	Chase Manhattan Corp.	8/10/83
Commission Discount Corp.	Security Pacific National Bank	not req.

Guide . . .

Continued from page 1

thrifts offering discount brokerage services, and many more waiting to come on line with the product, is a shakeout inevitable in this low-margin business? Not according to Mark D. Coler and Ellis M. Ratner, founders of the New York consulting firm Discount Brokerage Advisory Services Inc.

Beginning on page 20, they argue that bankers should be "naturals" at discount brokerage, and they describe some of the successes of existing bank brokerage operations. They also provide how-to suggestions for banks just entering the business. ■

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cover 1, p.20-23.

American Banker's Guide to

Company	Headquarters	Offices	Member NYSE	Clearing Agent	Active Accts. (3/31/83)
Adams, James, Foor & Co. Inc.	Oklahoma City	3	no	Southwest Securities	4,700
C.D. Anderson & Company Inc.	San Francisco	1	no	Merrill Lynch	15,000
Arbour Securities Inc.	New Haven, Conn.	1	no	Quick & Reilly	3,500
Arlington-Interurban Securities	Arlington, Tex.	1	no	Minton and Schmid Securities	NA
Baker & Co. Inc.	Cleveland	2	yes	Cowen & Co.	18,000
Berlind Securities Inc.	White Plains, N.Y.	2	no	Bradford Broker Settlement	5,000
Bevill, Bresler & Schulman Inc.	Livingston, N.J.	1	no	Bradford Broker Settlement	5,000
Richard Blackman & Co.	Paramus, N.J.	1	no	Ernst & Co.	30,000
Blinder, Robinson & Co. Inc.	Englewood, Calif.	19	no	Self-clearing	NA
Brenner Steed & Associates Inc.	Memphis	5	pend.	Self-clearing	15,000
Brokers Exchange Inc.	Columbia, S.C.	6	no	Rowland & Co.	8,000
Brooks-Campbell & Co. Inc.	Portland, Ore.	1	no	Self-clearing	12,000
Brown & Co. Securities Corp.	Boston	2	yes	Self-clearing	NA
Bruno, Stolze & Co. Inc.	St. Louis	1	no	Securities Settlement Corp.	13,900
Burke, Christensen and Lewis Securities	Chicago	1	no	Self-clearing, Midwest Clearing	30,000
Alan Bush Brokerage Co.	Boca Raton, Fla.	8	yes	Self-clearing	15,000
Cabe (W.T.) & Co. Inc.	New York	2	no	Self-clearing	10,000
William M. Cadden & Co. Inc.	White Plains, N.Y.	6	no	Pershing[1]	5,000
Chayka & Loeb Inc.	Garden City, N.Y.	1	no	Bernard Herold & Co.	3,000
Clayton, Polleys & Co. Inc.	Boston	1	no	Self-clearing	22,000
Julien Collins & Co. Inc.	Chicago	1	no	Pershing	600
Columbine Securities Inc.	Denver	1	no	Self-clearing, Central B&T	7,000
Commission Discount Corp.	Fort Lauderdale	7	no	Security Pacific Brokers	23,000
S.C. Costa Co.	Tulsa, Okla.	1	no	Southwest Secur., Bank of Okla.	6,700
Daley & Co.	Cleveland	8	no	Wall St. Clearing Corp.	8,000
Marquette deBary Co. Inc.	New York	1	no	Paine, Webber, Jackson & Curtis	5,000
Discom Securities Inc.	Hallandale, Fla.	6	no	Cowen & Co.	16,000
Discount Brokerage Corp.	New York	4	yes	Self-clearing	85,000
Dominick & Dominick Inc.	Coral Gables, Fla.	1	yes	Self-clearing	NA
W.N. Estes & Co. Inc.	Nashville, Tenn.	1	no	Securities Settlement Corp.	2,000
Exchange Services Inc.	Ashland, Va.	1	yes	Self-clearing	NA
FSC Securities Corp.	Atlanta	31	no	Quick & Reilly	3,000
Fidelity/Source Discount	Boston	28	yes	Self-clearing, through Pershing	240,000
First Birmingham Securities Corp.	Birmingham, Ala.	1	no	Natl. Security Clearing Corp.	8,000
First Affiliated Securities Inc.	San Diego	NA	no	Merrill Lynch	40,000
First Georgetown Securities Inc.	Washington, D.C.	1	no	Securities Settlement Corp.	5,000
First National Brokerage Services	Omaha	3	no	Self-clearing	25,000
First Union Discount Brokerage Services	Winston-Salem	1	no	Rowland & Co.	10,000
Freeman, Welwood & Co. Inc.	Seattle	3	no	Self-clearing	13,000
Goodson Securities	New York	1	no	Mabon Nugent & Co	NA
Haas Securities Corp.	Chicago	2	yes	Rothschild, Unterberg, Towbin	20,000
Haigney Securities, Inc.	Boston	1	no	Self-clearing	650
Heartland Securities Inc.	Chicago	1	yes	Self-clearing	NA
Jerome Hickey Inc.	Chicago	2	no	Robert W. Baird & Co.	3,000
Ichan & Co.	New York	2	yes	Cowen & Co.	3,000
Individual's Financial Services Inc.	Highland Park, Ill.	2	no	Dominick Investor Services	600
Individual's Securities Ltd.	Melville, N.Y.	17	no	Dominick & Dominick	10,000
Kahn & Company Inc.	Memphis	4	no	Security Pacific Brokers	18,000
Kall & Co. Inc.	Los Angeles	3	no	Self-clearing	11,000
Kashner Securities Corp.	Sarasota, Fla	2	no	Quick & Reilly	2,500
Kenneth Kass & Co. Inc.	Florham Park, N.J.	3	no	Bradford Broker Settlement	25,000
Kennedy, Cabot & Co.	Beverly Hills, Calif.	1	no	A.G. Becker	85,000
Kramer Securities, Corp.	Miami	1	no	Mesirow & Co.	NA
R.F. Lafferty & Co. Inc.	New York	1	no	Edward C. Viner & Co.	NA

Discount Securities Brokers

Name	City	Offices	Member NYSE	Clearing Agent	Active Accts. (3/31/83)
Liss, Tenner & Goldberg Secur. Corp.	Clifton, N.J.	1	yes	Bradford Broker Settlement	8,000
Little & Co.	Midland, Tex.	1	no	Pershing	4,000
MSR Securities Inc.	New York	1	no	Pershing	2,000
Marsh, Block & Co. Inc.	New York	1	no	Aisel & Co.	5,000
Meyerson (M.H.) & Co. Inc.	Jersey City, N.J.	3	no	Evans & Co.	3,500
Barry W. Murphy & Co. Inc.	Boston	1	no	Buttonwood Securities	NA
Oberweis Securities Inc.	Aurora, Ill.	10	no	Swiss American Securities	12,000
Odd Lots Securities Ltd.	New York	3	no	Dominick Investors Services	4,500
Olde & Co.	Detroit	42	yes	Depository Trust Co.	NA
Ovest Securities Inc.	New York	1	yes	Purcell, Graham and Co.	10,500
Pacific Brokerage Services	Beverly Hills, Calif.	2	yes	Self-clearing	NA
Parker, Alexander & Co.	New York	1	yes	Securities Settlement Corp.	7,000
Andrew Peck Associates	New York	1	no	Securities Settlement Corp.	6,500
Pennsylvania Group Inc.	Philadelphia	2	yes	Pershing	NA
Peremel & Co.	Baltimore	3	yes	Securities Settlement Corp.	2,000
Portfolio Securities Transactions Corp.	Cleveland	3	no	Pershing	2,000
Quick & Reilly	New York	31	yes	Self-clearing	150,000
Recom Securities Inc.	Minneapolis	2	yes	Quick & Reilly	NA
Remsnyder & Co.	La Jolla, Calif.	3	no	Wedbush, Noble & Cooke	NA
Robinson Securities	Chicago	1	no	Self-clearing	6,000
Rodecker & Co. Investment Brokers	Southfield, Mich.	1	no	Bear Stearns & Co.	8,500
Rose & Co. Investment Brokers Inc.	Chicago	7	yes	Self-clearing	75,000
Rosenkrantz Ehrenkrantz Lyon & Ross	New York	1	yes	Rothschild, Unterberg, Towbin	3,700
Royal/Grimm & Davis Inc.	New York	1	yes	Securities Settlement Corp.	2,500
Russo Securities Inc.	New York	1	yes	Herzog Henie & Geduld	3,000
Charles Schwab & Co. Inc.	San Francisco	52	yes	Self-clearing	450,000
Scottsdale Securities Inc.	Scottsdale, Ariz.	3	no	Young, Smith & Peacock	4,500
Seaport Securities Corp.	New York	2	no	Quick & Reilly	1,000
Seasongood & Mayer	Cincinnati	2	no	National Clearing Corp.	200
Security Pacific Brokers Inc.[2]	San Francisco	15	yes	Self-clearing	75,000
Shearman, Ralston Inc.	New York	2	no	Quick & Reilly	40,000
Shochet Securities Inc.	Hallandale, Fla.	1	no	Securities Settlement Corp	5,000
J.D. Siebert & Co. Inc.	Cincinnati	1	no	Quick & Reilly	NA
Muriel Siebert & Co. Inc.	New York	1	yes	Purcell, Graham & Co.	40,000
Springer Investment & Securities Co.	Indianapolis	1	no	Self-clearing	NA
St. Louis Discount Securities Inc.	Clayton, Mo.	1	no	Rowland & Co.	NA
StockCross Inc.	Boston	1	no	Self-clearing	NA
The Stock Mart	Los Angeles	1	no	Merrill Lynch	2,500
Texas Securities Inc.	Fort Worth	5	no	Southwest Securities Inc.	7,000
Tradex Brokerage Service	New York	2	pend.	A.G. Becker Inc	5,500
Underhill Associates Inc.	Red Bank, N.J.	5	no	Quick & Reilly	5,000
Universal Securities Corp.	Birmingham, Ala.	1	no	Self-clearing	1,000
Voss & Co. Inc.	Springfield, Va.	1	no	Securities Settlement Corp.	4,000
Wall Street Discount Corp.	New York	1	yes	Ernst & Co.	12,000
Walnut Securities Inc.	New York	1	no	Wall St. Clearing Corp.	1,000
Waterhouse Securities Corp.	New York	3	yes	Quick & Reilly	NA
Werbel-Roth Securities Inc.	Fort Lauderdale	1	no	Pershing	2,500
Jack White & Co.	La Jolla, Calif.	1	no	Pershing	7,000
Thomas F. White & Co. Inc.	San Francisco	13	no	Self-clearing	5,500
Wisconsin Discount Securities Corp.	Milwaukee	1	no	Securities Settlement Corp.	6,000
York Securities Inc.	New York	1	yes	Quick & Reilly	7,000

[1] **A division of Donaldson, Lufkin & Jenrette.**
[2] **Includes accounts and offices of Kahn and Commission Discount.**
Research Assistant: Thomas Cicolello.

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American Banker

The Only Daily Banking Newspaper

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FDIC to Seek Restrictions on Use Of Money Brokers by Ailing Banks

Isaac Says Institutions Will Need Agency Approval for Deals

By JAY ROSENSTEIN

WASHINGTON — William M. Isaac, chairman of the Federal Deposit Insurance Corp., said Wednesday his agency may soon act to restrict the use of money brokers by problem banks.

Testifying before the Senate Banking Committee, Mr. Isaac said his agency plans to use existing authority to require ailing banks to obtain FDIC approval before entering into a money brokerage deal.

Mr. Isaac said the agency also intends to invite the public soon to make suggestions before the agency proposes regulations on "this very serious matter."

Money brokers have been linked to the collapse of several U.S. banks in recent years, among them the Penn Square Bank NA of Oklahoma City, which failed last year.

According to Mr. Isaac, the brokers divide huge sums of money into $100,000 blocks and send them to several banks that are seeking deposits. He said some brokers purposely seek problem institutions so they can attract higher fees for placing money in an institution that is in deperate need of liquidity.

These dealings, he said, pose threats to the banking system. The brokers generally don't conduct credit analyses of the banks, he said, because their deposits do not surpass the $100,000 maximum for federal insurance.

In addition, some troubled banks

➳ Money Brokers: Page 14

Regulators: Antitrust Laws Inadequate for Deregulation

By ANDREW ALBERT

WASHINGTON — Federal banking regulators are warning Congress that U.S. antitrust laws are inadequate to cope with the massive financial industry consolidation they expect if bank powers are sharply expanded.

During hearings before the Senate Banking Committee on Tuesday and Wednesday, regulators recommended that Congress strengthen antitrust laws as it works to erase the legal barriers separating banking and other forms of commerce.

"If Congress should decide to remove these barriers, the current antitrust law would be inadequate to prevent excessive concentration in the financial services industry," said William M. Isaac, chairman of the Federal Deposit Insurance Corp.

He testified before the banking panel Wednesday on a Reagan administration proposal to expand the powers of bank holding companies.

Comptroller of the Currency C. Todd Conover also testified, endorsing several provisions that would go even further than the White House deregulation plan.

Legislation drafted by the administration would allow subsidiaries of bank holding companies to enter the forbidden activities of insurance un-

➳ Hearing: Page 14

Baldwin to Sell MGIC Investment

By KAREN SLATER

NEW YORK — Troubled Baldwin-United Corp. has reached an agreement with state insurance regulators to seek a buyer for its healthy MGIC Investment Corp. subsidiary.

A "special masters commission" will be created to plan the sale of the nation's largest private mortgage-insurance company, according to a joint announcement Wednesday by the Cincinnati-based Baldwin and insurance regulators in Arkansas, Indiana, and Wisconsin.

The commission will include representatives of Baldwin's bank creditors in addition to the regulators and representatives of Baldwin itself.

Victor H. Palmieri, the turnaround specialist running Baldwin, said Wednesday it could take several months, or even years, to arrange a sale. But he said he expects "quite a lot of competition," with bidders to possibly include bank holding companies, foreign banks, and financial conglomerates.

Mr. Palmieri said he believes MGIC will sell for "well in excess of $1 billion." Baldwin paid $1.2 billion when it bought MGIC in early 1982.

There is disagreement, however, that MGIC will go for that high a price. James Chanos, an analyst who follows Baldwin for Chicago's Gilford

➳ Baldwin: Page 11

Card Payments for Income Taxes?

NY Lawmaker Would Allow Charging of State Levy

Special to the American Banker

ALBANY, N.Y. — A state assemblyman is preparing legislation to allow New Yorkers to pay their state income taxes with credit cards.

"We live in an age of computers for many business transactions and everyday purchases," said Assemblyman Joseph R. Lentol, D-Brooklyn. "There is no good reason why New York State should not take advantage of the already existing technology to aid both itself and its citizens."

If passed, the legislation would make New York the first state to allow credit card payment of income taxes, according to state officials who have researched the question.

The officials noted that a growing number of state and local governments allow use of credit cards to pay fines such as parking violations and for payment of tuition at public colleges and universities.

Mr. Lentol said banks should back the plan because they "would get the benefit of interest payments on the late payment of the credit debt."

The state collected a total of $8.3 billion in personal income taxes for the fiscal year that ended March 31.

Mr. Lentol said the proposal

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Trust Banking

64 Banks Among the Ranks of Billionaire Shareholders

Bull Market Adds 15 Equity Billionaires

By DAVID O. TYSON

NEW YORK — The stock market, rising to new peaks in the second quarter, added enormous value to investment portfolios of banks and other institutions and lifted 15 of them into the ranks of billion-dollar shareholders.

These equity billionaires numbered 168 at midyear, up a net 10 in three months. Three institutions dropped out of the list when their stock assets fell below $1 billion. Two others disappeared through mergers.

One of the merged investors is Girard Bank, whose trust assets now are reported by its new parent, Mellon National Corp. Similarly, the holdings of Provident National Corp. and Pittsburgh National Corp. now are reported by their new holding company, PNC Financial Corp.

Among the top 10 equity investors, the first five remain unchanged in rank, though the stock holdings of each rose by more than $1 billion.

J.P. Morgan & Co. Inc. remains firmly positioned as No. 1 with $15.7 billion, the biggest stake it has had in the stock market in two years. Most is managed by its subsidiary, Morgan Guaranty Trust Co.

First Interstate Bancorp. returns to the top 10, placing sixth. In the first quarter, the holding company had slipped from eighth to 19th because of what were said to be difficulties complying with Securities and Exchange Commission reporting requirements. The holding company files one 13-F report for 20 banks in the western states,

Mellon, with Girard on board, rises from 23rd to ninth.

First Interstate Portfolios

Investors with at least $100 million in discretionary equity holdings must report those positions to the SEC each quarter on Form 13-F. Computer Directions Advisors Inc., Silver Spring, Md., has a contract with the SEC to collate the 13-F reports and publish aggregates.

First Interstate Bancorp reports its affiliates hold 1,803 issues, far and away the most of any 13-F institution. Their biggest position is in International Business Machines stock, valued at $284.0 million on June 30.

But other names in First Interstate portfolios indicate the local and regional investment management busi-

➳ Billionaires: Page 14

The Billion-Dollar Stockholders

June 30, 1983

1.	J.P. Morgan & Co., Inc., New York	$15,668.4
2.	College Retirement Equities Fund, New York	12,942.0
3.	Bankers Trust New York Corp	[10,588.3]
4.	Batterymarch Financial Management, Boston	10,157.9
5.	Donaldson, Lufkin & Jenrette Securities Corp., New York	10,139.5
6.	First Interstate Bancorp., Los Angeles	9,707.7
7.	Citicorp, New York	9,660.2
8.	State Street Research & Management, Boston	8,817.3
9.	Mellon National Corp., Pittsburgh	8,745.1
10.	Putnam Management Co., Boston	8,174.1
11.	Prudential Insurance Co., Newark, N.J.	7,998.8
12.	T. Rowe Price Associates, Baltimore	7,904.6
13.	Wells Fargo Bank NA, San Francisco	[7,567.6]
14.	Fayez Sarofim & Co., Houston	7,041.0
15.	Capital Guardian Trust Co., Los Angeles	6,818.0
16.	Bank of California NA, San Francisco	6,806.6
17.	Wellington/Thorndike, Boston	6,691.5
18.	Chemical New York Corp	6,667.7
19.	Harris Trust & Savings Bank, Chicago	6,386.8
20.	Manufacturers Hanover Corp., New York	6,212.2
21.	FMR Corp., Boston	6,194.0
22.	Equitable Life Assurance Society, New York	6,046.0
23.	Morgan Stanley Inc., New York	5,832.4
24.	Chase Manhattan Corp., New York	5,827.9
25.	Travelers Corp., Hartford	5,737.7
26.	California Public Employees Ret. System, Sacramento	[5,567.2]
27.	American National Bank & Trust Co., Chicago	5,423.7
28.	Delaware Management Co. Inc., Philadelphia	5,334.0
29.	Crocker National Corp., San Francisco	[5,280.3]
30.	U.S. Steel & Carnegie Pension Fund, Pittsburgh	5,274.3
31.	Jennison Associates Capital Corp., New York	5,187.1
32.	Loomis, Sayles & Co., Inc., Boston	5,113.2
33.	Northern Trust Corp., Chicago	[5,091.8]
34.	• PNC Financial Corp., Pittsburgh	5,052.5
35.	Capital Research & Management Co., Los Angeles	4,975.1
36.	Scudder Stevens & Clark, New York	4,788.3
37.	New York State Teachers Retirement, Albany	4,689.7
38.	Kemper Financial Services, Chicago	4,622.4
39.	National City Bank, Cleveland	[4,606.6]
40.	AmeriTrust, Cleveland	4,420.9
41.	State Farm Mutual Automobile Ins. Co., Bloomington, Ill.	4,247.6
42.	General Electric Pension Trust, Stamford, Conn	4,208.1
43.	Forstmann-Leff Associates, New York	4,153.7
44.	Sears Investment Management Co., Chicago	4,117.1
45.	E.I. duPont de Nemours, Wilmington, Del	4,108.3
46.	Neuberger & Berman, New York	4,091.0
47.	Stein Roe & Farnham, Chicago	4,088.5
48.	Cigna Corp., Hartford	3,986.9
49.	Bank of Boston Corp	3,964.8
50.	Lord, Abbett & Co., New York	3,936.4
51.	Eberstadt Asset Management, New York	3,861.9
52.	Fiduciary Trust Co., New York	3,787.9
53.	MacKay-Shields Financial Corp., New York	3,752.9
54.	Centerre Bancorp., St. Louis	3,742.4
55.	University of California, Berkeley	[3,741.8]
56.	Pioneering Management Corp., Boston	3,726.0
57.	United States Trust Co., New York	3,686.4
58.	Teledyne Inc., Los Angeles	3,634.3
59.	Bank of New York	3,592.3
60.	Aetna Life & Casualty Co., Hartford	3,581.5
61.	American General Corp., Houston	3,542.8
62.	TCW Asset Management Co., Los Angeles	3,513.5
63.	Oppenheimer Holdings Inc., New York	3,475.1
64.	Texas Teacher Retirement System, Austin	3,471.2
65.	Alleghany Corp., New York	3,450.7
66.	Continental Illinois National Bank & Trust Co., Chicago	3,312.2
67.	Massachusetts Financial Services Co., Boston	3,254.1
68.	Wilmington Trust Co., Del	3,215.7
69.	Rosenberg Capital Management, San Francisco	3,211.9
70.	Wisconsin Investment Board, Madison	3,132.0
71.	First Chicago Corp	2,997.6
72.	Manufacturers National Bank., Detroit	2,955.3
73.	NBD Bancorp. Inc., Detroit	2,927.5
74.	RepublicBank Corp., Dallas	2,783.8
75.	J.& W. Seligman & Co., New York	2,587.4
76.	Ohio State Teachers Retirement Board, Columbus	2,540.4
77.	State Street Boston Corp	[2,519.8]
78.	First Pennsylvania Bank, Philadelphia	[2,443.3]
79.	BankAmerica Corp., San Francisco	2,420.9
80.	First City Bancorp., Dallas	2,368.6
81.	Boston Company Inc	2,314.0
82.	First Trust Co., St. Paul	2,274.4
83.	Gulf Oil Corp., Pittsburgh	2,184.2
84.	Exxon Corp., New York	2,164.4
85.	Metropolitan Life Insurance Co., New York	2,157.5
86.	BEA Associates Inc., New York	2,138.7
87.	Connecticut National Bank, Hartford	2,129.0
88.	Eaton & Howard, Vance Sanders Inc., Boston	2,127.0
89.	Mercantile Bancorp. Inc., St. Louis	2,089.7
90.	Dreyfus Corp., New York	2,087.8
91.	Lincoln First Banks Inc., Rochester, N.Y.	2,078.0
92.	Maryland State Retirement Systems, Baltimore	2,040.1
93.	Investors Research Corp., Kansas City, Mo.	2,027.8
94.	Value Line Inc., New York	2,018.6
95.	Fred Alger Management Co.Inc., New York	1,976.8
96.	Weiss, Peck & Greer, New York	1,940.9
97.	Brundage, Story & Rose, New York	1,915.6
98.	Security Pacific Corp., Los Angeles	1,914.0
99.	Colonial Management Associates Inc., Boston	1,844.1
100.	Interfirst Corp., Dallas	[1,839.3]
101.	Endowment Management & Research, Boston	1,803.0
102.	Connecticut Bank & Trust Co., Hartford	1,794.3
103.	Invesco Capital Management Inc	1,770.6
104.	Fidelcor Inc., Philadelphia	1,745.0
105.	David L. Babson & Co., Inc., Boston	1,725.8
106.	Glenmede Trust Co., Philadelphia	1,721.5
107.	Criterion Management Co., Houston	1,715.3
108.	Century Capital Associates, New York	1,707.1
109.	Hong Kong & Shanghai Banking Corp., New York	1,689.5
110.	Brown Brothers Harriman & Co., New York	1,684.6
111.	Bank of New England Corp., Boston	1,683.8
112.	Torchmark Corp., Birmingham, Ala	1,683.1
113.	Allstate Insurance Co., Northbrook, Ill	1,681.4
114.	Colorado Public Employees Retirement Assn., Denver	1,630.6
115.	CIC Asset Management, New York	1,625.3
116.	Lazard Freres & Co.,New York	1,616.9
117.	Miller, Anderson & Sherrerd, Bala Cynwyd, Pa	1,596.7
118.	Trust Co. of Georgia, Atlanta	1,595.3
119.	Dodge & Cox Inc., San Francisco	1,578.0
120.	Berkshire Hathaway Inc., Omaha	1,555.5
121.	American Telephone & Telegraph Index Fund, New York	1,540.2
122.	Mercantile Bankshares Corp., Baltimore	1,533.9
123.	American Financial Corp., Cincinnati	1,522.5
124.	Bernstein Macaulay Inc., New York	1,518.7
125.	Texas Commerce Bancshares Inc., Houston	[1,495.4]
126.	Norwest Bank, Minneapolis	1,456.7
127.	Columbia Management Co., Portland, Ore	[1,443.6]
128.	NCNB Corp., Charlotte, N.C	1,439.4
129.	Boatmen's Bancshares Inc., St.Louis	1,426.7
130.	Merrill Lynch Asset Management, New York	1,421.3
131.	Fifth Third Bank, Cincinnati	1,396.7
132.	Shawmut Corp., Boston	1,389.4
133.	Wachovia Corp., Winston-Salem, N.C	1,388.7
134.	• John Hancock Mutual Life Ins.Co., Boston	1,383.3
135.	Investors Stock Fund Inc., Minneapolis	1,381.7
136.	First Manhattan Co., New York	1,358.2
137.	Bethlehem Steel Pesion Trust, Bethlehem, Pa	1,357.3
138.	Harvard University, Cambridge, Mass	1,347.1
139.	General American Investors Co. Inc., New York	1,334.4
140.	First National Bank of Minneapolis	1,317.7
141.	• Frank Russell Co., Tacoma, Wash	1,316.6
142.	IntraWest Bank of Denver NA	1,309.6
143.	National Securities & Research Corp., New York	[1,303.7]
144.	Capital Supervisors Inc., Chicago	1,298.6
145.	Rhode Island Hospital Trust, Providence	1,276.9
146.	• Hartford Accident & Indemnity Co	1,273.1
147.	First Wisconsin Corp., Milwaukee	1,251.5
148.	Wright Investors Service, Bridgeport, Conn	[1,197.0]
149.	Comerica Inc., Detroit	1,154.9
150.	Lehman Brothers Kuhn Loeb Inc., New York	1,154.5
151.	Nationwide Mutual Insurance Co., Columbus, Ohio	1,149.0
152.	First Kentucky National Corp., Louisville	1,146.8
153.	• Investment Advisers Inc., Minneapolis	1,139.7
154.	Wertheim & Co.Inc., New York	1,133.4
155.	Central Trust Co. NA, Cincinnati	1,127.0
156.	USF&G Inc., Baltimore	[1,123.2]
157.	• Atalanta Capital Corp. Sosnoff Div., New York	1,112.0
158.	Texas American Investment Services Inc., Ft.Worth	[1,092.6]
159.	• Union Carbide Corp., Danbury, Conn	1,090.6
160.	• IBM Retirement Plan, Stamford, Conn	1,086.1
161.	• L.F.Rothschild,Unterberg,Towbin, New York	1,076.8
162.	• Bankers Life Co., Des Moines, Ia	1,070.8
163.	• E.F.Hutton & Co.Inc., New York	[1,053.9]
164.	• Saint Paul Companies Inc., St.Paul, Minn	1,051.4
165.	• Essex Investment Management Co.Inc., Boston	1,038.5
166.	• Ford Foundation, New York	1,025.7
167.	• AmSouth Bancorporation. Birmingham, Ala	1,023.5
168.	• Warburg, Pincus Counsellors Inc., New York	1,000.2

Source: 13-F reports to the Securities and Exchange Commission, as collated by Computer Directions Advisors Inc., Silver Spring, Md.

• Denotes institution not in list for previous quarter.

Equity holdings for earlier quarter-ends are in brackets. CDA did not receive latest quarterly reports from SEC in time for publication.

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Hearing . . .

Continued from page 1

derwriting, securities brokerage, real estate investment, and development.

Federal regulators all favor a broad expansion of banking powers but are worried that Congress may not install the proper safeguards needed to maintain healthy competition within the deregulated finanicial industry.

Mr. Isaac echoed the concerns expressed by Federal Reserve Chairman Paul A. Volcker, who testified before the banking panel on Tuesday.

Mr. Volcker said: "We have doubts about whether it would be good public policy to allow the largest banks to acquire the largest insurance companies [or visa versa]."

Mr. Isaac said financial deregulation should be accompanied by a revision in the nation's antitrust laws to assure consumers that in a few years "10 companies don't end up with all the action."

He endorsed one of Mr. Volcker's suggestions that would limit huge takeovers in the financial industry. Specifically, the Fed chairman recommended prohibiting acquisitions by any banking organization holding 5% of the nation's banking assets.

Furthermore, Mr. Volcker asked lawmakers to consider the same restrictions for banking organizations that hold 20% of their state's banking assets.

Mr. Isaac said that 5% of the nation's assets is "a big number and maybe it should be a little lower." At present, no banking organization is believed to hold 5% of U.S. banking assets.

Mr. Isaac noted that top 100 banking companies now hold half the nation's banking assets.

The FDIC chief also said there are some who don't care about the propsect of a few giant banking organizations dominating the market. "Those people make a comparison, saying, 'We get along fine with only three big beer companies.'

"Frankly," Mr. Isaac said, "I don't care about having only three choices of beer, but I don't feel the same way about my financial services."

Although Mr. Isaac agreed with the Fed chairman's antitrust policy, he rejected Mr. Volcker's proposed freeze on acquisitions of depository institutions by nonbanking firms.

"There's no financial emergency out there" requiring a termporary ban of securities and other firms into banking, Mr. Isaac said.

However, the FDIC chief pushed for quick legislative action to accomplish three goals: broadening the powers of bank and thrift holding companies, streamlining the federal regulatory system, and reforming the federal deposit insurance system.

Senate Banking Committee Chairman Jake Garn, R-Utah, and Mr. Isaac voiced strong opposition to an administration-backed provision that would require that banks conduct any new activities through subsidiaries of their parent holding companies.

Sen. Garn, R-Utah, pointed out that administration officials argue that bank holding company subsidiaries provide banks with insulation from financial risks.

However, he added, "I still have not been convinced that these subsidiaries provide protection." Mr. Isaac agreed, arguing that "we're talking about paper and not reality" when discusing such subsidiaries.

Mr. Volcker also expressed doubts about the insulation provided by the bank holding company subsidiaries.

However, Mr. Conover disagreed strongly. He defended the White House position that the bank holding company structure does indeed insulate banks from certain risks associated with outside financial activities. Also, he argued that holding companies carry more clout in the capital markets, which could prove important in fulfilling a bank's financial needs.

Testifying in a crowded hearing room, Mr. Conover proposed the most sweeping deregulation yet to be offered.

He endorsed the administration's bill but recommended that the term "bank" be redefined to allow virtually all institutions, even full-service securities firms, to own any type of bank.

In contrast, the administration's bill (S. 1609) defines a bank as an institution that has or is eligible for FDIC insurance. This effectively prevents full-service securities firms from entering banking.

Mr. Conover also asked Congress to eliminate geographic barriers to competition to help depository institutions lower their overhead costs. ■

Credit . . .

Continued from page 1

would also benefit New York taxpayers.

"Taxpayer convenience is a main advantage," he said. "As the April 15 deadline approaches, a person short of cash can make a quick phone call and save himself from taxpayer penalties that would be incurred with a late payment. This penalty can amount to 25%, so an immediate saving is realized."

The state also would benefit, he said, because "some of the traditional cash flow problems New York encounters until taxes are collected" would be reduced. "This system would thereby reduce the necessity of additional outlays of state money caused by borrowing at high interest rates to bridge the gap."

Roderick Chu, state commissioner of taxation and finance, said Gov. Mario Cuomo's administration is interested in Mr. Lentol's proposal.

"This idea could have great merit," Mr. Chu said. "We would be willing to sit down with Mr. Lentol and discuss the idea with him."

One concern, state officials said, would be the size of the fees credit card firms and banks would charge the state to handle the payments.

Merchants who accept credit cards pay a small percentage of the purchase price — called a discount — to the card issuer.

As now proposed, the legislation would cover just individual income taxes, but Mr. Lentol said other taxes may be included. ■

Retired General Joins Lehman Bros.

NEW YORK — Peter Dawkins, 45, retired brigadier general, is joining Lehman Brothers Kuhn Loeb Inc. as a general partner on Oct. 1.

Mr. Dawkins will be responsible for a major Lehman Brothers operation, the public finance division, which finances state and local governmental bodies and special project authorities in the tax-exempt field. Austin Koenen will continue as the chief operating officer of the division. The public finance division has grown three-fold in the last 18 months and has been targeted as a major area of the firm's strategic positioning for the decade ahead.

Mr. Dawkins, until his retirement, was the nation's youngest general on active duty. Following assignment in the office of the secretary of defense and Army Chief of Staff, he served as the Army's director of strategic planning. ■

Chase . . .

Continued from page 3

derwriting for the same companies for several years, while owning equities in the same companies.

Chase has gone further than most banks in preparing for the eventual liberalization of the Glass-Steagall Act. Last year, Chase registered its Capital Markets subsidiary as a securities broker/dealer with the National Association of Securities Dealers. ■

Money Brokers . . .

Continued from page 1

needing funds go to brokers before borrowing from the Federal Reserve System, thereby reducing the government's ability to detect a problem.

But a spokesman for the American Bankers Association said Wednesday that Mr. Isaac's plans to approve money brokerage deals could actually prevent some troubled banks from returning to health. The official said that money brokers do, in many cases, serve a useful purpose for banks seeking quick liquidity.

A spokesman for the FDIC said in an interview Wednesday that among the ideas being considered is a requirement that brokers periodically report large sums being deposited. Another idea is to require banks to file reports on brokered deposits. The agency official said, however, that there were concerns about adding to banks' reporting burdens.

"With these reports, we could be tipped off if a bank is using funds irresponsibly," the spokesman said. He said this would be a help because the FDIC now must show that an abuse has occurred or will occur before it can take action. "That is attempting to cure a problem after the fact," he said.

The spokesman said another idea, considered less likely, would be to limit the insurance coverage of brokered deposits.

Among those who recently expressed an interest in controlling money brokers is Rep. Fernand J. St Germain, D-R.I., the chairman of the House Banking Committee.

Andrew Albert contributed to this story.

Billionaires . . .

Continued from page 10

ness done by the banks in that holding company system. The rest of their 10 largest holdings, in order, are Southern California Edison, Pacific Lighting, Texaco, Rockwell International, American Telephone, Aetna Life & Casualty, Transamerica, Exxon, and General Electric.

Of the 168 institutions with more than $1 billion in stock, 64 are banks, trust companies, or bank holding companies. The rest are investment counseling firms, mutual fund managers, insurance companies, foundations, broker-dealers, and others.

An increase in their stock holdings can come from new accounts brought into the institutions, new money added to existing accounts, reinvestment of dividends and interest, or the switch of bonds and other investments into stock.

But the most significant factor increasing stock portfolio values this year has been rising stock prices. The market, as measured by Standard & Poor's index of 500 common stocks, was up 9.9% in the second quarter. On a total return basis, with dividends reinvested, it was up 11.1%. ■

Sallie Mae . . .

Continued from page 3

1.5 million of the shares. The remaining 4.5 million will be sold by educational and financial institutions.

The preliminary offering prospectus noted that Sallie Mae management has entered negotiations to purchase a savings and loan association.

A spokeswoman said Wednesday that the corporation would not now release further information on those negotiations.

However, the prospectus stated that any financial institution purchased by the corporatin would likely have assets in the range of $150 million to $350 million.

Last May, Edward A. Fox, the corporation's president and chief executive officer, told Congress that Sallie Mae might purchase an S&L to support and add to its servicing of the student loan market. He added at that time that purchase of a financial subsidiary would add operational capabilities now unavailable to Sallie Mae. ■

LEGAL ADVERTISING

Partnership Notices

GOVERNMENT SECURITIES DEALERS IV, 74 Trinity Pl., NYC. Substance of Certificate of Limited Partnership filed in New York County Clerk's Office Aug. 19, 1983. Business: Act as a broker-dealer and market maker and invest and trade in securities, stock options, and other instruments; and other trading and investment related and fee earning activities. General Partners: Joseph T. Blumstein, 55 E 87 St., NYC; Steven R. Sheldon, 287 Fountain Rd., Englewood, NJ. Initial Limited Partner, Cash Contribution and Share of Profits: Kyver Blumstein, 888 Park Ave., NYC, $1., 1%. Term: Until Dec. 31, 2007 unless sooner terminated. No limited partner has the right to demand the return of his contribution and no contribution will be returned before dissolution. A limited partner shall have the right to assign his interest, except to a minor or incompetent other than by operation of law, and any such assignee may become a substituted limited partner only upon the prior written consent of the general partner. Additional limited partners may be admitted. No priority among limited partners. No limited partner may demand and receive property other than cash in return for his contribution.

ONE-DOUBLE-SIX-DEUCE ASSOCIATES, 360 Lexington Avenue, NYC. Substance of Certificate of Limited Partnership filed in New York Clerk's Office Aug. 5, 1983. Business: Lease, own and operate real property. General Partner: Alfred M. Gromer, 300 E 83 St., NYC. Limited Partner, Cash Contribution and Percent Ownership: Rosalie A. Holzman & Seymour Holzman, 164 W 79 St., NYC, $20,000, 5%. Term: July 7, 1983 until Dec. 31, 2018. No additional contributions are to be made. Contributions to be returned only upon the sale of the disposition of substantially all of the real estate interest herein. Each limited partner shall receive a 7% cash-on-cash return on his investment before the general partner receives a pro-rata share. A limited partner may substitute an assignee in his place only upon the prior written consent of the general partner. On the death, insanity or incompetency of the general partner, limited partners representing 50% of the partnership units shall have the right to continue the business. No limited partner shall demand and receive property other than cash in return for his contribution.

PLAGOSECS ASSOCIATES, 717 Fifth Ave., NYC. Substance of Certificate of Limited Partnership filed in New York County Clerk's Office Aug. 1, 1983. Business: To trade in U.S. government securities and other activities. General Partner: Gerald N. Agranoff, 10 Waterside Plz., NYC. Limited Partner, Capital Contribution and Share of Profits and Losses: Plaza Securities Company, 717 Fifth Ave., NYC, $24,750, 99%. Term: Until Dec. 31, 2041 unless sooner terminated upon the retirement, death, incompetency or dissolution of the general partner. Limited partners are not required to make any additional contributions. Any partner has the right to withdraw all or any part of his capital account subject to certain provisions of the partnership agreement. No assisgnee of a limited partner's interest shall become a substituted limited partner without written consent of the general partner. Additional limited partners may be admitted. No priority among limited partners. No limited partner shall demand and receive property other than cash in return for his contribution.

NOTE

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American Banker

The Only Daily Banking Newspaper

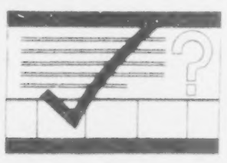
VOL. CXLVIII NO. 201 | Wednesday, October 12, 1983 | 148th Year

Businesses Want More EFT and Cash Management Services

Executives Cite These Two Areas When Asked About Emerging Needs

By KAREN SLATER

When asked about emerging needs their banks should be filling, corporate financial officers think first of electronic funds transfer and cash management



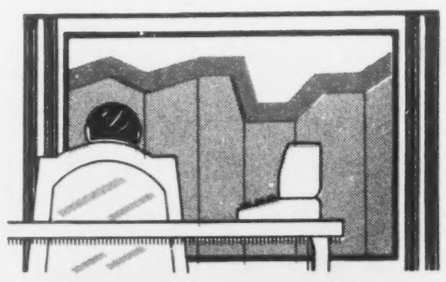
American Banker Survey

services.

Those services were cited by 26% of the respondents to a write-in question about corporate needs in the American Banker's recent survey of more than 500 financial executives.

The next most frequent type of response, given by 11% of the people, was a general statement that corporate financial services should be expanded or diversified.

Then, in third place (at 9%), came requests for greater loan flexibility or more creative loan arrangements.



How Corporate America Views the Changing Financial Services Industry

Stephen K. O'Brien, project director with Reichman Research Inc., the firm that conducted the survey, says the order of responses may indicate that the relationship between banks and their corporate customers is changing.

"It is interesting that technological advances are at least as important as the fundamental [credit] services being provided by the banks," he says. "The bank role may change from the traditional provider of financing to the provider of technological products."

Bankers and consultants who

➤➤ Needs: Page 40

What Corporate Financial Officers Want From Their Banks

Electronic funds transfer/ cash management	26%
Expansion or diversification of corporate financial services	11%
Greater loan flexibility/ more creative loan arrangements	9%

(Top three answers to a write-in question about "emerging needs")

American Banker / 1983

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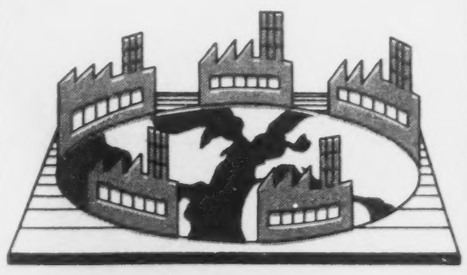
Citicorp chief Walter Wriston said if Congress does not approve new banking powers, Citicorp would consider setting up new bank subsidiaries in states that do.....3

The Ice Cream-Deregulation Link
Ice cream, deregulation, they're all the same for C.T. Conover, comptroller of the currency: REPORTER'S NOTEBOOK.....3

After the Breakup
The break-up of Ma Bell — now legally reduced to calling itself AT&T — is unquestionably one of the least understood and more profound changes that will beset the banking industry for years: NEWS ANALYSIS.....8



New Growth Industries

In today's feature section, new growth industries industries ranging from robotics to ultralight flying machines are discussed, beginning on page 9. Edge Act tables appear on page.....25

Random Thoughts

By SANFORD ROSE

Jack H. Shipman, executive vice president of the Liberty National Bank of Louisville, Ky., used to be the loneliest man in his bank. He was the consumer loan guy, and in 1980 and 1981, hardly anyone in the bank would talk to him.

His operation was a money loser, based, as it was, on a fixed-rate product. Mr. Shipman suggests that it was even difficult for him to get money from the central pool.

Now all that has changed. Jack is popular; Jack is respected; Jack is profitable. All this would have happened even if he had stuck with the fixed-rate loan because refinancing rates fell. But Jack went over to a variable-rate consumer loan, becoming the first in his market to advertise a 12.9% rate when everyone else was pushing a 15% old-fashioned fixed-rate vehicle.

So presumably Jack Shipman got some extra volume while contribut

➤➤ Random Thoughts: Page 4

Edge Assets Rise 38% to $20.1 Bill.

By L. MICHAEL CACACE

NEW YORK — The total assets in the domestic offices of Edge Act corporations engaged in banking rose $5.6 billion, or 38.4%, to $20.13 billion on Dec. 31.

The gain was centered in two cities: New York, where assets rose $2.91

The American Banker Ranks Edge Act Banks, Page 25

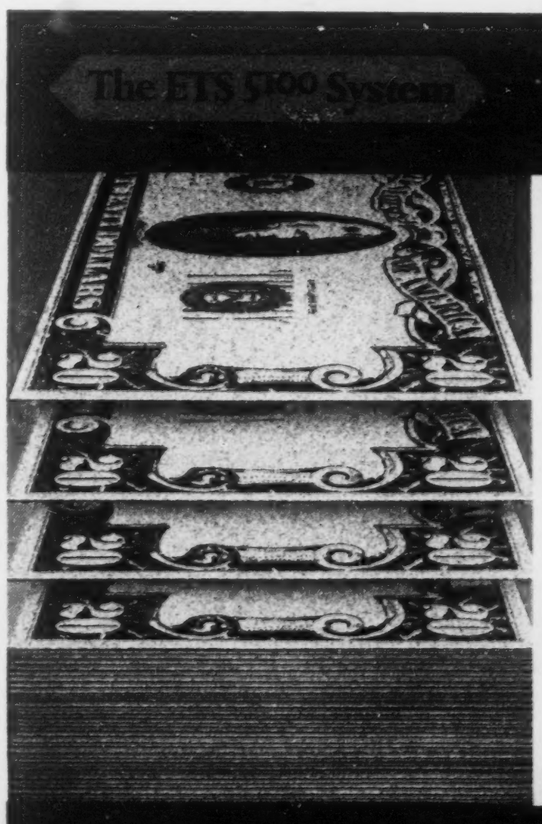
billion to $8.25 billion, and Miami, where assets were up $2.90 billion to $6.47 billion.

The gains in these cities were attributable to a shift in assets from the major U.S. banks' offshore branches to

➤➤ Edge: Page 34

The ETS 5100 System

It gives you more for less.



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Here's one example. Our new compact, reliable ETS 5100 costs about half as much as through-the-wall ATMs.

But that's only half the story.

Because it offers all the features you expect an ATM to have. Plus a few unexpected ones.

Its self-diagnostic system continuously monitors and reports on the status of all components. And its state-of-the-art component structure is modular, so components may be removed and replaced without the use of tools.

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SSI REPORT

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American Banker ranks the Top Edge Banks

AT A GLANCE
Who's Tops?

Asset Rank		Total Assets 12/31/82
1	BankAmerica International, San Francisco	$6,598,800
2	Morgan Guaranty International Bank, Miami	2,007,988
3	Citibank International, Miami	1,639,078
4	Chase Bank International, Newark, Del.	1,394,401
5	Security Pacific Int'l Bank, Los Angeles	1,044,463
6	Manufacturers Hanover Int'l Banking Corp., Miami	941,885
7	Bank of Boston International	824,989
8	Chemical Bank International-No. America, Miami	760,111
9	Allied Bank International, New York	738,560
10	Continental Bank International, Chicago	

The 10 Largest Edge Banking Systems (a)

Based on Total Combined Assets for the Edge Bank
And Its Branches on Dec. 31, 1982
(In Thousand of Dollars)

Asset Rank	Name of Edge Act Bank	Total Assets 12/31/82	Total Number of Offices
1.	BankAmerica International, San Francisco	$ 6,598,800	14
2.	Morgan Guaranty International Bank, Miami	2,007,988	5
3.	Citibank International, Miami	1,639,078	15
4.	Chase Bank International, Newark, Del	1,394,401	7
5.	Security Pacific International Bank, Los Angeles	1,044,463	8
6.	Manufacturers Hanover International Banking Corp., Miami	941,885	7
7.	Bank of Boston International (b)	824,989	8
8.	Chemical Bank International-North America, Miami	760,111	5
9.	Allied Bank International, New York (c)	738,560	3
10.	Continental Bank International, Chicago	620,028	11
	Totals for the Top 10 Edge Banks	**$16,570,303**	**83**
	Totals for All Edge Banks	**$21,971,282**	**211**
	% Ratio of Top 10 Edges to All Edges	**75.4%**	**39.3%**

(a) Includes all Edge Act banks (head offices plus branches) owned by a banking company, either directly, or through its subsidiary banks.
(b) Includes the Bank of Boston International, Los Angeles; Bank of Boston International South, Miami, and its branches (except its Cayman Islands branch); and Bank of Boston International, New York and its branches.
(c) Consolidated assets for the Edge and its two foreign branches, from the bank's annual report.

Location of Edge Banking Offices (a)

	6/1/83	12/31/82	12/31/81	12/31/80
Atlanta	6	6	(b)	(b)
Boston	4	3	(b)	(b)
Chicago	16	16	15	10
Cleveland	4	4	(b)	(b)
Dallas	6	6	(b)	(b)
Houston	24	23	19	11
Los Angeles	18	18	16	12
Miami	39	35	29	22
Minneapolis	5	5	(b)	(b)
New York	37	37	32	26
St. Louis	3	3	(b)	(b)
San Francisco	11	9	8	5
Seattle	6	6	(b)	(b)
All other U.S.	24	23	37	13
Foreign.	17	17	17	12
Total	**220**	**211**	**173**	**111**

(a) Includes both head offices and branches. Based on Federal Reserve Board data.
(b) Included in "All other U.S." in 1980 and 1981

Total Assets in Banking Edges by City (a)

(In Billions of Dollars)

	12/31/82	12/31/81	12/31/80
Atlanta	$ 0.11	(b)	(b)
Boston	0.03	(b)	(b)
Chicago	0.92	1.04	0.54
Cleveland	0.03	(b)	(b)
Dallas	0.04	(b)	(b)
Houston	1.00	1.02	0.58
Los Angeles	1.10	1.25	0.88
Miami	6.47	3.57	2.24
Minneapolis	0.03	(b)	(b)
New York	8.25	5.34	9.80
St. Louis	0.17	(b)	(b)
San Francisco	1.40	1.40	1.59
Seattle	0.20	(b)	(b)
All other U.S.	0.38	0.92	0.06
Total in U.S. offices	**$20.13**	**$14.54**	**$15.69**
Foreign offices	1.77	3.21	2.50
Total in all edge offices	**$21.90**	**$17.75**	**$18.19**

(a) Source: Federal Reserve Board. Based on unconsolidated data for each Edge banking office. The 1980 figures are gross of affiliate transactions. The 1980 New York Edge data were inflated by Clearing House Interbank Payment System (CHIPS) float. Data for 1981 and 1982 net out affiliate transactions.
(b) Included in "All other U.S." in 1980 and 1981.

NOTE

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Cover 1, p.25-32, 34, 36.

Edge Act Corporations Engaged in Banking

Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/82

(in thousands of dollars)

Edges Listed Alphabetically

(Totals in Boldface)

Name of Edge Act Corporation Name of Parent Bank	Location of Office(s)	Office Type: H=Head Office B=Branch	Total Assets	Total Deposits	Clearing Balances (a)	Ratio of Clearing Bal. to Total Dep.	Total Business Loans	Date Operations Began
ABN Bank International USA Inc.	Chicago	H	5,430	0	0	0.00	0	12/1/80
Algemene Bank Nederland, Amsterdam	Houston	B	14,009	8,729	20	0.23	1,985	12/1/80
	Miami	B	.....	.....	.....	.....	.....	9/1/82
		3	**19,439**	**8,729**	**20**	**0.23**	**1,985**	
Allied Bank International	New York	H	224,956	168,519	18,110	10.75	87,379	10/4/68
Allied Int'l Bancorp., Inc., Wilmington, Del.(b)	London, U.K.	B	.....	.....	.....	.....	.....	6/30/72
	Nassau	B	.....	.....	.....	.....	.....	6/30/72
		3	**738,560c**	**670,067c**	**18,110#**	**10.75#**	**87,379#**	
American Security Bank International American Security Bank NA, Washington, D.C.	Miami	H	2,403	612	579	94.61	0	7/1/80
AmSouth Bank International	Birmingham	H	2,510	0	0	0	0	10/26/81
AmSouth Bank NA, Birmingham, Ala. and	Mobile	B	2,868	623	0	0	161	10/26/81
American National Bank & Trust Co., Mobile		2	**5,378**	**623**	**0**	**0**	**161**	
Banco Cafetero International Corp.	New York	H	108,092	76,112	1,343	1.76	7,204	2/25/82
Banco Cafetero, Bogota, Colombia	Miami	B	.....	.....	.....	.....	.....	1/20/83
Banco de Bogota International Corp. Banco de Bogota, Colombia	Miami	H	10,832	8,333	77	0.92	1,600	9/15/80
Banco del Pacifico International Banco del Pacifico, Guayaquil, Ecuador	Miami	H	4,056	992	0	0.00	0	11/22/82
Banco de Santander International Inc. Banco de Santander, Spain	Miami	H	249,641	236,394	785	0.33	7,417	2/19/80
Banco de Venezuela International	Miami	H	121,504	94,578	0	0.00	50	7/6/81
Banco de Venezuela, Caracas	New York	B	4,791	4,356	0	0.00	0	3/29/82
		2	**126,295**	**98,934**	**0**	**0.00**	**50**	
Banco Latino International Banco Latino, Caracas, Venezuela	Miami	H	.....	.....	.....	.....	.....	1/10/83
Banco Real International Inc.	Chicago	H	8,874	61	0	0.00	5,115	5/1/81
Banco Real, Sao Paulo, Brazil	Houston	B	5,869	3,183	947	29.75	2,696	5/1/81
		2	**14,743**	**3,244**	**947**	**29.19**	**7,811**	
BankAmerica International	San Francisco	H	437,945	0	0	0.00	0	11/15/49*
Bank of America NT & SA, San Francisco	Atlanta	B	10,416	2,655	2	0.08	2,615	9/1/81
	Boston	B	7,470	434	12	2.77	3,151	8/17/81
	Chicago	B	292,902	23,096	5,257	22.76	18,043	9/1/80
	Cleveland	B	11,390	494	0	0.00	6,703	12/29/80
	Dallas	B	21,814	810	0	0.00	2,165	12/29/80
	Houston	B	214,484	144,526	246	0.17	23,091	9/1/80
	Miami	B	688,550	649,683	1,813	0.28	26,659	9/1/80
	Miami-Int'l Airport	B	702	0	0	0.00	0	11/1/82
	Minneapolis	B	4,136	74	0	0.00	0	12/29/80
	New York	B	4,135,101	2,227,840	432,107	19.40	345,502	9/1/80
	St. Louis	B	2,018	1,195	0	0.00	1,038	10/1/81
	Seattle	B	65,273	3,696	0	0.00	53,262	12/24/80
	Nassau, Bahamas	B	723,599	707,179	.....	.....	.....	9/1/80
		14	**6,598,800**	**3,761,682**	**439,437**	**11.68**	**482,229**	
Bankers Trust Co. International	Miami	H	81,043	22,236	6,986	31.42	7,958	8/19/74
Bankers Trust Co., New York	Chicago	B	10,966	1,562	508	32.52	7,566	7/22/82
	Houston	B	.....	.....	.....	.....	.....	7/22/82
	Los Angeles	B	152,982	372	176	47.31	6,059	7/22/82
		4	**244,991**	**24,170**	**7,670**	**31.73**	**21,583**	
Bank of Boston International Bank of Boston Corp. (d)	Los Angeles	H	32,414	14,597	206	1.41	11,605	3/18/74
Bank of Boston International South	Miami	H	348,349	301,887	1,904	0.63	24,627	5/15/72
First National Bank, Boston	Dallas	B	6,554	129	0	0.00	0	6/1/81
	Houston	B	158	3	0	0.00	0	11/1/82
	Cayman Islands	B	.....	.....	.....	.....	.....	1/7/82
		4	**355,061**	**302,019**	**1,904**	**0.63**	**24,627**	
Bank of Boston International	New York	H	393,508	356,838	15,970	44.48	62,926	12/31/59
First National Bank, Boston	Chicago	B	1,296	585	0	0.00	721	6/1/81
	Cayman Islands	B	42,710	41,961	0	0.00	8,949	7/3/78
		3	**437,514**	**399,182**	**15,970**	**4.47**	**72,596**	
Bank of Boston Internationals' Totals	.....	8	**824,989**	**715,798**	**18,080**	**2.68**	**108,828**	
Bank of California International	San Francisco	H	8,584	0	0	0.00	0	9/1/66
BanCal Tri-State Corp., San Francisco	New York	B	42,416	31,323	27,019	86.26	10,680	3/16/81
		2	**51,000**	**31,323**	**27,019**	**86.26**	**10,680**	
Bank of Hawaii International Corp. Bancorp Hawaii, Inc., Honolulu	New York	H	.....	.....	.....	.....	.....	12/27/82
Bank of New England International Bank of New England NA, Boston	Miami	H	19,242	14,399	338	2.35	2,682	1/20/66
Bank of New York International Bank of New York	Miami	H	56,576	11,433	81	0.71	7,970	9/25/81
Bank of Tokyo International USA Bank of Tokyo Ltd. (e)	Coral Gables, Fla.	H	5,328	355	28	7.89	296	10/1/82
Banque de Paris et des Pays-Bas International Banque Paribas, Paris	Houston	H	18,407	13,990	0	0.00	1,682	12/4/79
Barclays International Banking Corp. Barclays Bank Plc., London	Houston	H	28,141	249	0	0.00	8,293	9/28/81
BNP International Corp. Banque Nationale de Paris	Houston	H	4,105	1,634	0	0.00	0	8/23/82
Central Cleveland International Bank Central National Bank, Cleveland	New York	H	52,066	27,472	5,433	19.78	26,514	12/27/68
Chase Bank International	Newark, Del.	H	152,616	0	0	0.00	0	1/1/81
Chase Manhattan Bank NA, New York	Atlanta	B	79,083	280	0	0.00	0	4/22/82
	Chicago	B	83,865	2,959	0	0.00	6,764	1/1/81
	Houston	B	108,591	89,972	146	0.16	11,469	1/1/81
	Los Angeles	B	88,823	53,226	1,196	2.25	15,228	1/1/81
	Miami	B	881,423	858,205	1,701	0.20	97,379	1/1/81
	San Francisco	B	.....	.....	.....	.....	.....	1/27/83
		7	**1,394,401**	**1,004,642**	**3,043**	**0.30**	**130,840**	

Edge Act Corporations Engaged in Banking

Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/82

(in thousands of dollars)

Edges Listed Alphabetically

(Totals in Boldface)

Name of Edge Act Corporation Name of Parent Bank	Location of Office(s)	Office Type: H=Head Office B=Branch	Total Assets	Total Deposits	Clearing Balances (a)	Ratio of Clearing Bal. to Total Dep.	Total Business Loans	Date Operations Began
Chemical Bank International-North America	Miami	H	546,184	26,193	213	0.81	35,056	9/4/79
Chemical Bank, New York	Chicago	B	99,461	1,294	153	11.82	39,833	8/21/81
	Houston	B	29,495	18	0	0.00	0	8/21/81
	Los Angeles	B	6,155	108	34	31.48	5,082	8/21/81
	San Francisco	B	78,816	8,296	273	3.29	23,889	8/21/81
		5	**760,111**	**35,909**	**673**	**1.87**	**103,860**	
Citibank International	Miami	H	572,896	228,224	6,376	2.79	36,808	5/3/71
Citibank NA, New York	Atlanta	B	1,703	0	0	0.00	0	11/17/80
	Beverly Hills	B	17,565	17,227	0	0.00	866	4/20/81
	Boston	B	3,803	0	0	0.00	0	1/1/81
	Chicago	B	53,157	13,738	0	0.00	6,098	10/1/80
	Cleveland	B	5,311	0	0	0.00	0	12/15/80
	Dallas	B	3,301	0	0	0.00	134	3/9/81
	Honolulu	B	191,216	140,909	0	0.00	13,911	10/1/80
	Houston	B	232,912	105,501	258	0.24	8,117	8/15/80
	Los Angeles	B	3,609	0	0	0.00	0	12/15/80
	Minneapolis	B	128,885	0	0	0.00	11,752	11/14/80
	St. Louis	B	.....	.....	.....	.....	.....	9/19/82
	San Diego	B	.....	.....	.....	.....	.....	9/24/82
	San Francisco	B	419,579	47,956	14,675	30.6	22,901	8/15/80
	Seattle	B	5,141	0	0	0.00	100	11/3/80
		15	**1,639,078**	**553,555**	**21,309**	**3.85**	**100,687**	
Citizens & Southern International Bank	Atlanta	H	21,738	0	0	0.00	0	3/24/69
Citizens & Southern National Bank, Atlanta	Miami	B	115,865	99,521	29,925	30.07	22,089	12/31/81
		2	**137,603**	**99,521**	**29,925**	**30.07**	**22,089**	
Citizens & Southern International Bank	New Orleans	H	19,587	9,913	840	8.47	6,614	3/24/69
Citizens & Southern National Bank, Atlanta								
Citizens & Southern Internationals' Totals	.....	**3**	157,190	109,434	30,765	28.11	28,703	.....
Comind International Banking Corp	Houston	H	5,846	0	0	0.00	951	5/3/82
Banco do Commercio e Industria, Sao Paulo, Brazil								
Connecticut Bank International	New York	H	6,386	1,800	1,194	66.33	1,998	4/4/72
Connecticut Bank & Trust Co. NA, Hartford								
Consolidado International Bank	New York	H	19,853	15,740	711	4.52	250	6/22/81
Banco Consolidado, Caracas, Venezuela								
Continental Bank International	Chicago	H	112,103	1	0	0.00	0	1/2/62*
Continental Illinois NB & T Co., Chicago	Cleveland	B	98	49	5	10.20	0	12/1/81
	Dallas	B	32	0	0	0.00	0	12/31/81
	Houston	B	11,272	521	0	0.00	5,638	9/1/80
	Los Angeles	B	26,600	524	52	9.92	5,790	9/1/80
	Miami	B	81,794	33,723	221	0.66	27,688	9/1/80
	Minneapolis	B	862	1	0	0.00	146	12/1/81
	New York	B	386,995	87,021	64,849	74.52	71,484	9/1/80
	Philadelphia	B	120	7	0	0.00	0	12/1/81
	San Francisco	B	91	1	0	0.00	0	12/1/81
	Seattle	B	61	1	0	0.00	0	12/1/81
		11	**620,028**	**121,849**	**65,127**	**53.45**	**110,746**	
Crocker Bank International	New York	H	121,440	74,127	52,022	70.18	8,804	8/4/67
Midland Bank Plc, London	Chicago	B	(f)	.....	.....	.....	.....	.....
European American Bank International	Miami	H	19,448	7,053	206	2.92	6,059	7/1/81
European American B & T Co., New York	Los Angeles	B	6,169	864	368	42.59	1,577	7/1/81
		2	**25,617**	**7,917**	**574**	**7.25**	**7,636**	
European American Corp.†	Chicago	H	2,299	0	0	0.00	56	3/14/77
European American B & T Co., New York								
European American Edges' Totals	.....	**3**	**27,916**	**7,917**	**574**	**7.25**	**7,692**	
Fidelity International Bank	New York	H	32,799	25,524	21,434	83.98	2,448	3/7/78
Fidelity Bank, Philadelphia								
First Bank International	New York	H	23,802	4,729	4,059	85.83	4,122	12/22/69
First National Bank, Minneapolis	Milwaukee	B	1,866	130	49	37.69	1,004	1/1/82
		2	**25,668**	**4,859**	**4,108**	**84.54**	**5,126**	
First Chicago Intinternational	Chicago	H	47,725	0	0	0.00	0	11/24/80
First National Bank, Chicago	Boston	B	20,581	671	17	2.53	744	12/31/80
	Houston	B	45,878	862	0	0.00	537	12/31/80
	Los Angeles	B	55,768	541	160	29.57	0	12/31/80
	Miami	B	9,484	1,638	0	0.00	8,596	12/19/81
	New York	B	320,744	163,045	66,074	40.50	10,607	1/1/81
	San Francisco	B	87,395	1,214	520	42.83	4,656	12/31/80
		7	**587,575**	**167,971**	**66,771**	**39.75**	**25,140**	
First Interstate International of Calif.	Los Angeles	H	25,058	0	0	0.00	0	1/15/62
First Interstate Bank of Calif., fos Angeles	Chicago	B	37,699	480	0	0.00	3,496	10/1/81
	Houston	B	6,708	765	5	0.65	4,005	1/5/81
	Miami	B	56,640	12,522	214	1.71	7,671	9/15/80
	New York	B	460,073	77,681	74,337	95.70	9,853	6/2/81
		5	**586,178**	**91,448**	**74,556**	**81.53**	**25,025**	
First Maryland International Banking Corp	Baltimore	H	2668	0	0	0.00	0	7/23/81
First National Bank, Baltimore	York, Pa.	B	57	57	9	15.79	0	7/23/81
		2	**2,725**	**57**	**9**	**15.79**	**0**	
First Palm Beach International Bank	Coral Gables, Fla.	H	33,183	27,497	86	0.31	20,815	1/4/82
First Naional Bank, Palm Beach								
First Union International Banking Corp	Charlotte, N.C.	H	2,791	0	0	0.00	0	8/17/81
First Union National Bank, Charlotte	New York	B	5,643	691	173	25.04	453	8/17/81
		2	**8,434**	**691**	**173**	**25.04**	**453**	
First Wisconsin International Bank	New York	H	39,073	12,495	11,748	94.02	0	3/17/72
First Wisconsin National Bank, Milwaukee	Miami	B	1,189	1,189	4	0.34	332	7/1/82
		2	**40,262**	**13,684**	**11,752**	**85.88**	**332**	
Fleet International Bank	New York	H	45,264	8,139	6,592	80.99	542	12/15/78
Fleet National Bank, Providence, R.I.								
			.....	.....	.....	.....	.....	1/4/83
Fuji Bank International Inc	San Francisco	H						
Fuji Bank Ltd., Tokyo								
Girard International Bank	Miami	H	12,758	3,118	0	0.00	68	12/1/69
Girard Bank, Philadelphia (g)	New York	B	26,224	14,163	10,603	74.86	14,065	7/1/82
		2	**38,982**	**17,281**	**10,603**	**61.36**	**14,133**	

Edge Act Corporations Engaged in Banking

Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/82

(in thousands of dollars)

Edges Listed Alphabetically

(Totals in Boldface)

Name of Edge Act Corporation Name of Parent Bank	Location of Office(s)	Office Type: H=Head Office B=Branch	Total Assets	Total Deposits	Clearing Balances (a)	Ratio of Clearing Bal. to Total Dep.	Total Business Loans	Date Operations Began
Harris Bank International Corp. Harris Trust & Savings Bank, Chicago	New York	H	47,636	20,932	17,973	85.86	10,350	3/2/71
Hongkong Bank International Hongkong & Shanghai Banking Corp., Hong Kong	Houston	H	2,410	262	0	0.00	0	5/18/82
Indosuez Bank International Compaignie Financiere de Suez, Paris	Houston	H	.....	.....	.....	.....	.....	4/1/83
InterFirst International Corp. InterFirst Bank Dallas NA	New York	H	30,164	6,829	1,755	25.70	2,913	6/21/78
Irving Trust International	Miami	H	211,375	86,865	14,332	16.50	36,274	6/7/72
Irving Trust Co., New York	Atlanta	B	404	128	0	0.00	70	12/28/81
	Chicago	B	2,099	309	0	0.00	0	9/1/81
	Dallas	B	3,836	633	0	0.00	0	10/1/81
	Los Angeles	B	14,441	2,791	111	3.98	6,581	1/1/82
	Cayman Islands	B	102,967	97,400	.....	.....	.....	2/24/81
		6	**335,122**	**188,126**	**14,443**	**7.68**	**42,925**	
Manufacturers Hanover International Banking Corp.	Miami	H	512,331	141,789	2,523	1.78	30,715	2/20/79
Manufacturers Hanover Corp., New York	Atlanta	B	1,061	30	0	0.00	0	8/2/82
	Boston	B	.....	.....	.....	.....	.....	1/3/83
	Chicago	B	138,524	1,906	0	0.00	1,525	1/5/81
	Houston	B	11,002	704	0	0.00	2,746	7/1/81
	Los Angeles	B	115,472	2,059	429	20.84	10,804	2/20/79
	San Francisco	B	163,495	16	0	0.00	0	7/26/82
		7	**941,885**	**146,504**	**2,952**	**2.02**	**45,790**	
Marine Midland International Bank	Miami	H	134,003	113,455	7,239	6.38	11,227	5/29/79
Marine Midland Bank NA, Buffalo, N.Y.(h)	Houston	B	4,648	574	0	0.00	1,070	8/10/81
	Los Angeles	B	9,438	771	60	7.78	2,920	9/14/81
	Cayman Islands	B	102,913	101,234	.....	.....	.....	7/29/81
		4	**251,002**	**216,034**	**7,299**	**3.38**	**15,217**	
Maryland Bank International	Baltimore	H	43,000	0	0	0.00	0	6/9/75
Maryland National Bank, Boston	Tysons Corner, Va.	B	.....	.....	.....	.....	.....	1/1/83
Mellon Bank International Mellon Bank NA, Pittsburgh	New York	H	99,584	56,021	48,080	85.82	13,613	6/12/63
Mercantile International Corp.	St. Louis	H	36,621	391	366	93.61	0	1/1/69
Mercantile Trust Co. NA, St. Louis	New York	B	29,369	205	180	87.80	0	10/15/81
		2	**65,990**	**596**	**546**	**91.61**	**0**	
Morgan Guaranty International Bank	Miami	H	1,263,029	221,576	446	0.20	213,690	2/15/77
Morgan Guaranty Trust Co., New York	Houston	B	148,038	7,095	44	0.62	50,659	6/10/80
	Los Angeles	B	194,530	575	227	39.48	6,766	5/20/81
	San Francisco	B	154,855	2,557	216	8.45	2,999	6/10/80
	Nassau, Bahamas	B	247,536	34,460	0	0.00	29,618	2/2/81
		5	**2,007,988**	**266,263**	**933**	**0.35**	**303,732**	
Natwest USA International Bank National Westminister Bank USA, New York (i)	Miami	H	6,428	602	0	0.00	100	10/13/82
NBA International Banking Corp. National Bank of Alaska, Anchorage	Seattle	H	5,938	440	0	0.00	3,594	6/22/81
NCNB International Banking Corp. NCNB National Bank, Charlotte, N.C.	New York	H	12,260	661	165	24.96	5,247	7/23/73
Northern Trust International Bkng Corp. Northern Trust Co., Chicago	New York	H	71,488	25,148	19,829	78.85	10,970	6/14/68
Norwest International Bank	Minneapolis	H	10,317	846	0	0.00	0	9/20/63
Norwest Bank Minneapolis NA	Miami	B	.....	.....	.....	.....	.....	3/3/83
	New York	B	5,288	866	460	53.12	0	2/1/82
		3	**15,605**	**1,712**	**460**	**26.87**	**0**	
Pan American Bank International Pan American Bank NA, Miami	Miami	H	16,041	8,917	8,917	100.0	0	2/1/82
Philadelphia International Bank	Philadelphia	H	9,277	0	0	0.00	0	1/3/67
Philadelphia National Bank	Los Angeles	B	.....	.....	.....	.....	.....	9/24/82
	New York	B	167,611	164,785	151,011	91.64	1,497	9/24/82
		3	**176,888**	**164,785**	**151,011**	**91.64**	**1,497**	
Pittsburgh International Bank	Pittsburgh	H	14,236	0	0	0.00	0	9/18/64
Pittsburgh National Bank	Los Angeles	B	10,528	905	109	12.04	6,264	1/4/82
	New York	B	31,163	4,752	3,792	79.90	10,752	1/2/80
		3	**55,927**	**5,657**	**3,901**	**68.96**	**17,016**	
Rainier International Bank	Los Angeles	H	36,269	4,431	305	6.88	14,014	10/1/63
Rainier National Bank, Seattle	Portland	B	2,274	2,068	0	0.00	1,966	9/1/81
	Hong Kong	8B	136,638	87,627	96	0.11	75,063	6/30/72j
		10	**175,181**	**92,126**	**401**	**0.43**	**91,043**	
RepublicBank Dallas International	Dallas	H	6,256	0	0	0.00	0	10/26/82
RepublicBank Dallas NA	New York	B	.....	.....	.....	.....	.....	10/26/82
Republic International Bank of New York	Los Angeles	H	17,014	3,126	0	0.00	7,864	12/15/80
Republic National Bank, New York	Beverly Hills	B	.....	.....	.....	.....	.....	9/16/82
		2						
Republic International Bank of New York Republic National Bank, New York	Miami	H	78,855	23,499	140	0.60	9,340	3/1/79
Republic International Banks' Totals	.....	**3**	**95,869**	**26,625**	**140**	**0.53**	**17,204**	
Rhode Island Hospital Trust International RIHT Financial Corp., Providence, R.I.	Miami	H	.....	.....	.....	.....	.....	2/22/83
Riggs International Banking Corp. Riggs National Bank, Washington, D.C.	Miami	H	63,998	51,657	193	0.37	2,949	4/30/81
J. Henry Schroder International Bank J. Henry Schroder Bank & Trust Co., New York (k)	Miami	H	46,444	40,240	591	1.47	5,661	2/13/80
Seattle-First International Bank	Seattle	H	10,700	0	0	0.00	.....	5/13/82
Seattle-First National Bank	Portland	B	463	130	0	0.00	.....	5/13/82
		2	**11,163**	**130**	**0**	**0.00**	.....	

Edge Act Corporations Engaged in Banking

Total Assets, Deposits, Clearing Balances, and Business Loans in Each Edge Office on 12/31/82

(in thousands of dollars)

Edges Listed Alphabetically

(Totals in Boldface)

Name of Edge Act Corporation Name of Parent Bank	Location of Office(s)	Office Type: H=Head Office B=Branch	Total Assets	Total Deposits	Clearing Balances (a)	Ratio of Clearing Bal. to Total Dep.	Total Business Loans	Date Operations Began
Security Pacific International Bank	Los Angeles	H	70,975	0	0	0.00	0	1/10/67
Security Pacific National Bk, Los Angeles	Chicago	B	24,908	125	82	65.60	37	11/12/80
	Cleveland	B	8,292	574	0	0.00	300	12/22/81
	Houston	B	127,202	12,831	616	4.80	17	7/15/80
	Miami	B	47,043	12,275	792	6.45	839	9/2/80
	Minneapolis	B	11,257	8	0	0.00	0	4/12/82
	New York	B	629,946	66,759	59,756	89.51	24,365	7/15/82
	Seattle	B	124,840	289	60	20.76	0	8/24/81
		8	**1,044,463**	**92,861**	**61,306**	**66.02**	**25,558**	
Shawmut Boston International Banking Corp Shawmut Bank of Boston NA	Miami	H	29,683	14,439	214	1.48	3,875	1/19/81
Skandinaviska Enskilda Banken Int'l Corp	New York	H	245,565	201,256	93	0.05	1,869	5/18/81
Skandinaviska Enskilda Banken, Stockholm	Cayman Islands	B	.....	.....	.....	.....	.....	9/14/81
		2						
Standard Chartered International Standard Chartered Bank Plc, London	Houston	H	7,071	748	31	4.14	3,484	1/2/81
State Street Bank Boston International State Street Bank & Trust Co., Boston	New York	H	44,849	28,272	25,084	88.72	132	11/5/64
Texas Commerce International Bank	Houston	H	11,417	0	0	0.00	0	3/15/82
Texas Commerce Bank NA, Houston	New York	B	147,628	410	5	1.22	0	3/15/82
		2	**159,045**	**410**	**5**	**1.22**	**0**	
Tokyo Bancorp International (Houston)† Bank of Tokyo Ltd.	Houston	H	5,270	995	96	9.65	3,227	9/1/76
Bank of Tokyo Edges' Totals (l)	.....	**2**	**10,598**	**1,350**	**124**	**9.19**	**3,523**	
Union Chelsea International Banking Corp Banco Union Caracas, Venezuela and Union Chelsea Bank, New York	Miami	H	32,698	27,546	1,539	5.59	2,336	11/2/81
Union Planters International Bank	Memphis	H	2,502	0	0	0.00	0	5/3/82
Union Planters National Bank, Memphis	New York	B	3,206	200	97	48.50	0	5/3/82
		2	**5,708**	**200**	**97**	**48.50**	**0**	
Wachovia International Bkng Corp	Winston-Salem	H	9,758	0	0	0.00	0	12/2/65
Wachovia B & T Co. NA, Winston-Salem, N.C.	New York	B	7,944	4,671	2,260	48.38	5,833	7/1/81
		2	**17,702**	**4,671**	**2,260**	**48.38**	**5,833**	
Wells Fargo Bank International	San Francisco	H	50,013	0	0	0.00	0	9/30/64
Wells Fargo Bank NA, San Francisco	Miami	B	173,935	169,007	1,337	0.79	279	5/1/81
	New York	B	234,610	101,723	72,975	71.74	1,187	5/1/81
		3	**458,558**	**270,730**	**74,312**	**27.45**	**1,466**	
Grand Totals	.....	**87 H** **133 B**	**21,971,282**	**9,979,689**	**1,366,840**	**13.70**	**2,010,510**	

(a)—Clearing balances are the sum of demand deposits due foreign governments and official institutions; demand deposits due U.S. commercial banks; and demand deposits due foreign banks. (b)—Parent is an Agreement Corp. and it has 12 common stockholders: (1) American Fletcher NB & T Co., Indianapolis; (2) Centerre Bank NA, St. Louis; (3) Connecticut National Bank, Hartford; (4) Equibank, Pittsburgh; (5) Fidelity Union Bank, Newark; (6) First National Bank, Fort Worth; (7) First National Bank, St. Paul; (8) First Tennessee Bank NA, Memphis; (9) Liberty National B&T Co., Oklahoma City; (10) United Bank of Denver NA; (11) United States National Bank of Oregon, Portland; and (12) Virginia National Bank, Norfolk. The parent, which had $60 million in assets on Dec. 31, is included in the Edge, head office count. (c)—Consolidated total assets and deposits for the Edge and its two foreign branches. (#)—New York head office only. (d)—Parent holding company for First National Bank, Boston. (*)—Original date New York Edge was established. Head office moved to present location in Sept. 1980. (e)—Also owns Tokyo Bancorp International (Houston), an Agreement Corp. (f)—A marketing office with no operations. (†)—An Agreement Corporation. (g)—The bank is a subsidiary of Mellon National Corp., Pittsburgh, the holding company for Mellon Bank NA. Mellon Bank is the parent of Mellon Bank International, New York, a $99.6 million-asset Edge bank. (h)—Its parent, Marine Midland Banks Inc., is owned by Hongkong & Shanghai Banking Corp. (i)—Formerly National Bank of North America, the bank is a subsidiary of National Westminster Bank Plc., London. (j)—Five of the eight branches opened on this date; one opened on in 3/75; one opened 7/76; and the other opened 6/79. (k)—The bank is owned by Schroders Ltd., London. (l)—Sum of Bank of Tokyo International USA and Tokyo Bancorp International.

Have You Commented?

Compiled by Janet M. Schlichting

The following proposals have been issued for comment by federal regulators, government agencies, and other regulatory groups whose rules affect the financial industry. The deadline date precedes each item. A bullet (•) denotes a new proposal that has been added to the listing for the first time.

CASH DISCOUNTS

Oct. 7 — The Federal Reserve Board has requested comment on proposals to find that provisions of New Hampshire and New Jersey state laws governing the offering of cash discounts on the sale of motor fuel are not inconsistent with the Truth in Lending Act and Regulation Z implementing the act and should not be preempted.

The Fed is also asking for comment on its view that these laws are of a type not subject to the Fed's authority to preempt state laws under the Truth in Lending Act.

For futher information, interested parties should contact Gerald Hurst or Lynn Goldfaden, staff attorneys, Division of Consumer and Community Affairs, Board of Governors of the Federal Reserve System, Washington, D.C. 20551.

Comments should refer to Docket R-0477 and should be sent to William W. Wiles, Secretary, Board of Governors of the Federal Reserve System, Washington, D.C. 20551. Comments may be inspected in Room B-1122, 20th Street and Constitution Avenue, N.W., Washington D.C.

EMPLOYEE STOCK OPTIONS

• **Oct. 11 — The Office of the Comptroller of the Currency** is inviting comment on a proposal that would eliminate the current requirements for the Comptroller's approval of employee stock option and stock purchase plans.

Generally, banks must comply with requirements that the office adopted to prevent potential abuses. The Comptroller is now proposing to eliminate the requirements for approval of employee stock option and stock purchase plans.

The Comptroller's office has tentatively concluded that adequate safeguards against abuses exist in the absence of the regulatory requirements.

Comments should be direct to Docket No. 83-38, Communications Division, 3d Floor, Office of the Comptroller of the Currency, 490 L'Enfant Plaza, S.W., Washington, D.C. 20219. Attention: C. Christing Jones.

CHECK CHARGE

• **Oct. 14 — The Federal Reserve Board** seeks comment on a proposal to ammend Regulation J to permit reserve banks to charge for checks that would be presented for collenction to a bank or other depository that is closed on a weekday when the reserve bank is open.

The Fed says the change would affect institutions that chose to close on a weekday as permitted by state law or close on a nonstandard state or local holiday when the reserve bank is open for business.

The proposed change in Regulation J would eliminate the created float by charging the accounts of the closed institutions for the checks that would have been presented if the institution were open or — at the option of the closed institution — charge for the value of the float associated with such checks.

Comments should be addressed to William W. Wiles, Secretary, Board of Governors of the Federal Reserve System, Washington, D.C. 20551.

COMPUTER STANDARDS

Oct. 17 — The American Standard's X3 Committee on Information Processing Systems is inviting comments on a draft standard for the COBOL programming language.

The standard is designed to promote a high degree of machine independence for COBOL programs to "permit their use of a variety of automatic data processing systems," the committee says.

Comments received by the deadline will be considered and answered.

The committee also requests comments from those who object to the approval of the proposal as an American National Standard.

To obtain the proposed standards or to submit comments, write to X3 Secretariat, Computer and Business Equipment Manufacturers Association, 311 First Street, N.W., Suite 500, Washington, D.C. 20001.

A copy of comments submitted should also be sent to the Board of Standards Review, American National Standards Institute, 1430 Broadway, New York, 10018. ■

Geographic Breakdown of Edge Corporation Offices

Listed Alphabetically Within City with Total Assets on 12/31/82

	Total Assets ($000)
ALABAMA	
Birmingham	
1. AmSouth Bank International (H)	$ 2,510
Mobile	
1. AmSouth Bank International (B)	2,868
CALIFORNIA	
Beverly Hills	
1. Citibank International (B)	17,565
2. Republic International Bank of New York (B,a)	N.A.
Los Angeles	
1. Bankers Trust Co. International (B,a)	152,982
2. Bank of Boston International (H)	32,414
3. Chase Bank International (B)	88,823
4. Chemical Bank International-North America (B)	6,155
5. Citibank International (B)	232,912
6. Continental Bank International (B)	26,600
7. European American Bank International (B)	6,169
8. First Chicago International (B)	55,768
9. First Interstate International of California (H)	25,058
10. Irving Trust International (B,a)	14,441
11. Manufacturers Hanoer International Banking Corp. (B)	115,472
12. Marine Midland International Bank (B)	9,438
13. Morgan Guaranty International Bank (B)	194,530
14. Philadelphia International Bank (B,a)	N.A.
15. Pittsburgh International Bank (B,a)	10,528
16. Rainier International Bank (H)	36,269
17. Republic International Bank of New York (H)	17,014
18. Security Pacific International Bank (H)	70,975
San Diego	
1. Citibank International (B,a)	-----
San Francisco	
1. BankAmerica International (H)	437,945
2. Bank of California International (H)	8,584
3. Chase Bank International (B,c)	-----
4. Chemical Bank International-North America (B)	78,816
5. Citibank International (B)	419,579
6. Continental Bank International (B)	91
7. First Chicago International (B)	87,395
8. Fuji Bank International Inc. (H,c,f)	-----
9. Manufacturers Hanover International Banking Corp. (B,a)	163,495
10. Morgan Guaranty International Bank (B)	154,855
11. Wells Fargo Bank International (H)	50,013
DELAWARE	
Newark	
1. Chase Bank International (H)	152,616
Wilmington	
1. Allied International Bancorp., Inc. (H,g,p)	60,802
FLORIDA	
Coral Gables	
1. Bank of Tokyo International USA (H,a,f)	5,328
2. First Palm Beach International Bank (H,a)	33,183
Miami	
1. ABN Bank International USA (B,a,f)	N.A.
2. American Security Bank International (H)	2,403
3. Banco Cafetero International Corp. (B,c,f)	-----
4. Banco de Bogota International Corp. (H,f)	10,832
5. Banco del Pacifico International (H,a,f)	4,056
6. Banco de Santander International Inc. (H,f)	249,641
7. Banco de Venezuela International (H,f)	121,504
8. Banco Latino International (H,c,f)	-----
9. BankAmerica International (B)	668,550
10. BankAmerica International-International Airport (B,a)	702
11. Bankers Trust Co. International (H)	81,043
12. Bank of Boston International South (H)	348,349
13. Bank of New England International (H)	19,242
14. Bank of New York International (H)	56,576
15. Chase Bank International (B)	881,423
16. Chemical Bank International-North America (H)	546,184
17. Citibank International (H)	572,896
18. Citizens & Southern International Bank (B)	115,865
19. Continental Bank International (B)	81,794
20. European American Bank International (H,f)	19,448
21. First Chicago International (B)	9,484
22. First Interstate International of California (B)	56,640
23. First Wisconsin International Bank (B,a)	1,189
24. Girard International Bank (H)	12,758
25. Irving Trust International (H)	211,375
26. Manufacturers Hanover International Banking Corp. (H)	512,331
27. Marine Midland International (H,f)	134,003
28. Morgan Guaranty International Bank (H)	1,263,029
29. Natwest USA International Bank (H,a,f)	6,428
30. Norwest International Bank (B,c)	-----
31. Pan American Bank International (H,a)	16,041
32. Republic International Bank of New York (H)	78,855
33. Rhode Island Hospital Trust International (H,c)	-----
34. Riggs International Banking Corp. (H)	63,998
35. J. Henry Schroder International Bank (H,f)	46,444
36. Security Pacific International Bank (B)	47,043
37. Shawmut Boston International Banking Corp. (H)	29,683
38. Union Chelsea International Banking Corp. (H,f)	32,698
39. Wells Fargo Bank International (B)	173,935
GEORGIA	
Atlanta	
1. BankAmerica International (B)	10,416
2. Chase Bank International (B,a)	79,083
3. Citibank International (B)	1,703
4. Citizens & Southern International Bank (H)	21,738
5. Irving Trust International (B)	404
6. Manufacturers Hanover International Banking Corp. (B,a)	1,061
HAWAII	
Honolulu	
1. Citibank International (B,a)	-----
ILLINOIS	
Chicago	
1. ABN Bank International USA Inc. (H,f)	5,430
2. Banco Real International Inc. (H,f)	8,874
3. BankAmerica International (B)	292,902
4. Bankers Trust Co. International (B,a)	10,966
5. Bank of Boston International (B)	1,296
6. Chase Bank International (B)	83,865
7. Chemical Bank International-North America (B)	99,461
8. Citibank International (B)	53,157
9. Continental Bank International (H)	112,103
10. Crocker Bank International (B,f)	0
11. European American Corp.(H,f,g)	2,299
12. First Chicago International (H)	47,725
13. First Interstate International of Calif. (B)	37,699
14. Irving Trust International (B)	2,099
15. Manufacturers Hanover International Banking Corp. (B)	138,524
16. Security Pacific International Bank (B)	24,908
LOUISIANA	
New Orleans	
1. Citizens & Southern International Bank (H)	19,587
MARYLAND	
Baltimore	
1. First Maryland International Banking Corp. (H)	2,668
2. Maryland Bank International (H)	43,000
MASSACHUSETTS	
Boston	
1. BankAmerica International (B)	7,470
2. Citibank International (B)	3,803
3. First Chicago International (B)	20,581
4. Manufacturers Hanover International Banking Corp. (B,c)	-----
MINNESOTA	
Minneapolis	
1. BankAmerica International (B)	4,136
2. Citibank International (B)	3,609
3. Continental Bank International (B)	862
4. Norwest International Bank (H)	10,317
5. Security Pacific International Bank (B)	11,257
MISSOURI	
St. Louis	
1. BankAmerica International (B)	2,018
2. Citibank International (B)	128,885
3. Mercantile International Corp. (H)	36,621

Geographic Breakdown of Edge Corporation Offices

Listed Alphabetically Within City with Total Assets on 12/31/82

	Total Assets ($000)
NEW YORK	
New York City	
1. Allied Bank International (H)	224,956
2. Banco Cafetero International Corp. (H,a,f)	108,092
3. Banco de Venezuela International (B,a,f)	4,791
4. BankAmerica International (B)	4,135,101
5. Bank of Boston International (H)	393,508
6. Bank of California International (B)	42,416
7. Bank of Hawaii International Corp. (H,a)	-----
8. Central Cleveland International Bank (H)	52,066
9. Connecticut Bank International (H)	6,386
10. Consolidado International Bank (H,f)	19,853
11. Continental Bank International (B)	386,995
12. Crocker Bank International (H,f)	121,440
13. Fidelity International Bank (H)	32,799
14. First Bank International (H)	23,802
15. First Chicago International (B)	320,744
16. First Interstate International of California (B)	460,073
17. First Union International Banking Corp. (B)	5,643
18. First Wisconsin International Bank (H)	39,073
19. Fleet International Bank (H)	45,264
20. Girard International Bank (B,a)	26,224
21. Harris Bank International Corp. (H)	47,636
22. InterFirst International Corp. (H)	30,164
23. Mellon Bank International (H)	99,584
24. Mercantile Bank International Corp. (B)	29,369
25. NCNB Int'l Banking Corp. (H)	12,260
26. Northern Trust International Banking Corp. (H)	71,488
27. Norwest International Bank (B,a)	5,288
28. Philadelphia International Bank (B,a)	167,611
29. Pittsburgh International Bank (B)	31,163
30. RepublicBank Dallas International (B,a)	-----
31. Security Pacific International Bank (B,a)	629,946
32. Skandinaviska Enskilda Banken International Corp. (H,f)	245,565
33. State Street Bank Boston International (H)	44,849
34. Texas Commerce International Bank (B,a)	147,628
35. Union Planters International Bank(B,a)	3,206
36. Wachovia International Banking Corp. (B)	7,944
37. Wells Fargo Bank International (B)	234,610
NORTH CAROLINA	
Charlotte	
1. First Union International Banking Corp. (H)	2,791
Winston-Salem	
1. Wachovia International Banking Corp. (H)	9,758
OHIO	
Cleveland	
1. BankAmerica International (B)	11,390
2. Citibank International (B)	5,311
3. Continental Bank International (B)	98
4. Security Pacific International Bank (B)	8,292
OREGON	
Portland	
1. Rainier International Bank (B)	2,274
2. Seattle-First International Bank (B,a)	463
PENNSYLVANIA	
Philadelphia	
1. Continental Bank International (B)	120
2. Philadelphia International Bank (H)	9,277
Pittsburgh	
1. Pittsburgh International Bank (H)	14,236
York	
1. First Maryland International Banking Corp. (B)	57
TENNESSEE	
Memphis	
1. Union Planters International Bank (H,a)	2,502
TEXAS	
Dallas	
1. BankAmerica International (B)	21,814
2. Bank of Boston International South (B)	6,554
3. Citibank International (B)	3,301
4. Continental Bank International (B)	32
5. Irving Trust International (B)	3,836
6. RepublicBank Dallas International (H,a)	6,256
Houston	
1. ABN Bank Internatinal USA Inc. (B)	14,009
2. Banco Real International, Inc. (B,f)	5,869
3. BankAmerica International (B)	214,484
4. Bankers Trust Co. International (B,a)	N.A.
5. Bank of Boston International South (B,a)	158
6. Banque de Paris et des Pays-Bas International (H,f)	18,407
7. Barclays International Banking Corp. (H,f)	28,141
8. BNP International Corp. (H,a,f)	4,105
9. Chase Bank International (B)	108,591
10. Chemical Bank International-North America (B)	29,495
11. Citibank International (B)	191,216
12. Comind International Banking Corp. (H,a,f)	5,846
13. Continental Bank International (B)	11,272
14. First Chicago International (B)	45,878
15. First Interstate International of California (B)	6,708
16. Hongkong Bank International (H,a,f)	2,410
17. Indosuez Bank International (H,c,f)	-----
18. Manufacturers Hanover International Banking Corp. (B)	11,002
19. Marine Midland International Bank (B,f)	4,648
20. Morgan Guaranty International Bank (B)	148,038
21. Security Pacific International Bank (B)	127,202
22. Standard Chartered International (H,f)	7,071
23. Texas Commerce International Bank (H,a)	11,417
24. Tokyo Bancorp International (Houston) (H,f,g)	5,270
VIRGINIA	
Tysons Corner	
1. Maryland Bank International (B,c)	-----
WASHINGTON	
Seattle	
1. BankAmerica International (B)	65,273
2. Citibank International (B)	5,141
3. Continental Bank International (B)	61
4. NBA International Banking Corp. (H)	5,938
5. Seattle-First International Bank (H,a)	10,700
6. Security Pacific International Bank (B)	124,840
WISCONSIN	
Milwaukee	
1. First Bank International (B,a)	1,866

FOREIGN BRANCHES

BAHAMAS	
Nassau	
1. Allied Bank International (B)	(n)
2. BankAmerica International (B)	723,599
3. Morgan Guaranty International Bank (B)	247,536
CAYMAN ISLANDS	
1. Bank of Boston International (B)	42,710
2. Bank of Boston International South (B,a)	N.A.
3. Irving Trust International (B)	102,967
4. Marine Midland International Bank (B,f)	102,913
5. Skandinaviska Enskilda Banken International Corp. (B,f)	N.A.
HONG KONG	
1. Rainier International Bank (8 B†)	136,638
UNITED KINGDOM	
London	
1. Allied Bank International (B)	(n)

(a)—Office opened in 1982.
(B)—Branch office
(c)—Office opened in 1983
(f)—Foreign bank-owned Edge office (owned either directly by a foreign bank or through its U.S.-owned commercial bank subsidiary)
(g)—An Agreement Corp.
(H)—Head office
(n)— Allied International's Bahamas and London branches combined had approximately $513 million in assets at yearend 1982.
(p)—Parent of Allied Bank International, New York.
†—Total assets for the eight Hong Kong branches.
N.A.—Not available.

Bank of New England, as Trustee of
the L. G. Balfour Foundation, has sold
the business of the L. G. Balfour Company
to L. G. Balfour Company, Inc., a new
company organized by Thomas G. Wyman.

We initiated this transaction, assisted
in the negotiations, and acted as
financial advisor to Bank of New England.

Morgan Guaranty Trust Company *of New York*

October 1983

First Interstate Bancorp
through its wholly-owned subsidiary, First Interstate Bank of Denver, N.A.

has acquired

IntraWest Bank of Denver, N.A.

formerly a wholly-owned subsidiary of

IntraWest Financial Corporation

We initiated this transaction and acted as financial advisor to
First Interstate Bancorp and IntraWest Financial Corporation.

Goldman, Sachs & Co.

New York Boston Chicago Dallas Detroit
Houston Los Angeles Memphis Miami
Philadelphia St. Louis San Francisco
London Hong Kong Tokyo Zurich

Goldman Sachs

September 30, 1983

Edge . . .

Continued from page 1

their domestic Edge bank subsidiaries, via the Edge banks' international banking facilities.

These are some of the findings of the American Banker's fourth annual survey of Edge Act banking.

An Edge Act corporation is a nationally chartered organization established to engage in international banking and investment, under rules established in the 1919 Edge Act.

It can make loans, accept deposits, and provide a wide range of banking services, but all these must be directly related to foreign or international transactions.

The Top 10 Edge Banks

There are 87 Edge Act banks, which have 133 domestic and foreign branches. At the end of 1982, the 10 largest Edge banks had $16.57 billion in assets, or 75.4% of the $21.97 billion in Edge bank assets in all Edge offices, domestic and foreign.

BankAmerica International, San Francisco, again is the largest Edge bank with assets of $6.6 billion on Dec. 31, 1982, compared with $5.1 billion a year earlier.

Morgan Guaranty International Bank, Miami, is now the second largest Edge bank with assets of $2 billion, compared with $1.7 billion a year earlier, when it ranked third.

Morgan surpassed Citibank International, Miami, which is now third with $1.6 billion in assets on Dec. 31. A year earlier, Citibank International ranked second with $1.8 billion.

Chase Bank International, Newark, Del., is now the fourth largest Edge bank with assets of $1.4 billion at yearend 1982, compared with $740 million a year earlier, when it ranked fifth.

Security Pacific International Bank, Los Angeles, dropped to fifth place with $1 billion in assets, compared with $823 million a year earlier, when it ranked fourth.

Manufacturers Hanover International Banking Corp., Miami, with $942 million in assets ranked sixth; Bank of Boston International (the sum of the assets in its Los Angeles, Miami, and New York Edges) was seventh with $825 million; Chemical Bank International-North America, Miami, was eighth with $760 million; Allied Bank International, New York, was ninth with $739 million; and Continental Bank International, Chicago, was 10th with $620 million.

Other Survey Findings

The survey also found that:

- Foreign banks continue to use Edge banking as a vehicle to expand their U.S. presence. There are now 27 foreign-owned Edge banks, compared with 16 at the end of 1981.
- The number of Edge banking offices has doubled since 1980, from 111 at yearend 1980 to 220 on June 1, 1983.
- Miami has surpassed New York as the city with the most Edge bank offices. Miami now has 39 offices and New York has 37. However, New York Edge offices had about $1.8 billion more in assets than the Miami Edge offices.
- Total Edge bank assets in domestic and foreign offices rose $4.15 billion, or 23.4%, to $21.9 billion at yearend 1982, from $17.75 billion at yearend 1981.

Statistical Tables

This year's tabulation contains five tables:

- A summary table listing the 10 largest Edge banks.
- A summary table listing the location of Edge offices.

➤➤ **Edge: Page 36**

Comment Extension For Futures Accounting

STAMFORD, Conn. — The Financial Accounting Standards Board has extended the comment period on its July 14 exposure draft, Accounting for Futures Contracts.

The deadline is now Nov. 11, extended from Oct. 14.

The FASB said the comment period was lengthened because a number of financial institutions and other organizations indicated they needed additional time to develop their comments.

The exposure draft applies to commodity and financial futures contracts.

If adopted as a final statement, it would require changes in the market value of open futures contracts to be recognized as gains or losses in the period of the change, unless a contract qualifies as a hedge of a present exposure or relates to a qualifying anticipated transaction. ■

Comptroller . . .

Continued from page 3

Comptroller's office, to conduct valuations of minority stock holdings in purchase plans.

'See Through' the Written Words

As for possible limits on the use of agents in bank chartering procedures, Comptroller C.T. Conover said in an interview Monday that the idea is to "stop getting charter applications that were prepared by consultants, and having the organizing group be introduced to each other while sitting in the lobby of the deputy comptroller's office, waiting to talk to him about the application."

Mr. Arnold said that the aim of such interviews would be to "see through the words written" in applications and to better screen applicants "primarily for their qualifications, but also their intentions: Do they understand banking and the competitive marketplace they are about to enter? Do they exhibit a good knowledge of that marketplace? How are they going to compete, and why do they think they are going to be successful?"

A formal recommendation, he said, most likely would come by the end of the year as a proposal for public comment.

Mr. Mancusi said agents, who are usually lawyers, economists, or business consultants, receive fees of $10,000 to $50,000 for their services, and they "know the right words to say."

But the Comptroller's office, he said, is more interested in the actual organizers and the chance to "drive home some points" about what would be expected of management.

A similar proposal was considered by the office a few years ago but was rejected, Mr. Arnold said. ■

Edge . . .

Continued from page 34

• A summary table showing the breakdown of Edge assets by city.

• An alphabetical listing of all 87 Edge banks showing the total assets, deposits, clearing balances, business loans, and the date operations began for each Edge banking office.

• A geographical breakdown of Edge offices. Within each city, they are listed alphabetically along with their yearend 1982 assets.

This year, the American Banker used Federal Reserve Board data, which are unconsolidated data for each Edge office. To obtain total assets for each Edge office and all its branches, these data were combined.

Last year, the American Banker surveyed the Edge banks directly and used consolidated data for the Edge banks and their branches. For this reason, the 1982 data are not readily comparable to the 1981 data. ■

Toll Free 800-221-1910 — LEGAL ADVERTISING — 800-221-1910 Toll Free

Auction Notices

B. KOMITO AUCTRS LIC #768450 & S. SPERBER AUCTRS LIC #769437 sell, October 19, 1983 164 Dyckman St NYC 10:30 A.M. 1975 Audi 4 Dr Sdn 8151057127 Re: G. Kazakias: 11:15 A.M. 659 W. 158th St NYC 1974 Buick 4 Dr Sdn 4X39T4Y150631 Re: A. Alsaidi: 11:00 A.M. 651 Edgecombe Ave NYC 1978 Peugeot 4 Dr Sdn 504A932830054 Re: L. Merchant, 1975 Chevrolet 4 Dr Sdn 1N69U51193586 Re: O. Perry: 11:45 A.M. 155 W. 68th St NYC 1979 Toyota 2 Dr Sdn RA42195712 Re: T. Friedland, 1970 Datsun 2 Dr Sdn SPL31131254 Re: C. Campos: 12:15 P.M. 236 W. 60th St NYC 1967 Rolls Royce 4 Dr Sdn SRX1247 Re: M. Fitzmaurice: 12:30 P.M. 700 11th Ave NYC 1976 Buick 4 Dr Sdn 4P69J6H434880 Re: G. Faison: 1:15 P.M. 230 W. 31st St NYC 1976 Porsche 2 Dr Sdn 9116210349 Re: R. Imbruce, 1971 Ford 4 Dr Sdn 1E63H218743 Re: T. Spruill, Jr.: 1:45 P.M. 600 W. 27th St NYC 1980 AMC Jeep J0D93EC0359094 Re: D. James: 2:30 P.M. 500 W. 23rd St NYC 1970 Buick 4 Dr Sdn 435690G115456 Re: R. Moody, 1976 AMC 2 Dr Sdn A6A667A379835 Re: The Chinese Chance, Inc.: 3:00 P.M. Pier 40 Ft. of Houston St NYC 1966 Volvo 4 Dr Subn 40519 Re: J. Jones: 3:30 P.M. 348 Bowery NYC 1967 MG 2 Dr Convt GBE035087 Re: E. Valente, 1974 BMW 4 Dr Sdn 3282021 Re: R. Tawil, 1971 Alfa Romeo 2 Dr Sdn AR1532578 Re: S. Soblick: 4:00 P.M. 321 Bowery NYC 1981 Datsun JN1PB04S4B9261542 Re: E. Clarke

B. KOMITO AUCTRS LIC# 768450 & M. SKOLNICK AUCTRS LIC# 793108 sell, October 19, 1983 242-30 Northern Blvd 10:30 A.M. Queens 1977 Pontiac 2 Dr Sdn 2K57P7P228083 Re: J. Pipia: 11:15 A.M. 251-73 Jamaica Ave Queens 1968 Oldsmobile 2 Dr Sdn 336778G110800 Re: F. Laaly: 11:45 A.M. 188-06 Hillside Ave Queens 1970 Mercedes Benz 4 Dr Sdn 11401012044946 Re: N. Francis: 12:15 P.M. 187-03 Hollis Ave Queens 1973 Chevrolet 2 Dr Sdn 11J47H3T250774 Re: S. Harper: 1:00 P.M. 228-20 Linden Blvd Queens 1974 Chevrolet 2 Dr Sdn 1V77B4U221490 Re: F. Diaz: 1:45 P.M. 131-07 Merrick Blvd. Queens 1969 Pleasure Mate Trailer 691367 Re: R. Rodriguez: 2:15 P.M 130-07 Merrick Blvd. Queens 1972 Ford Pick-Up Truck F10GXM41581 Re: Brother's Auto Parts: 2:45 P.M 140-06 Farmers Blvd. Queens 1975 Audi 4 Dr Sdn 8552027674 Re: D Holloway: 3:15 P.M. 172-42 Baisley Blvd. Queens 1973 Toyota 4 Dr Sdn RT85053183 Re: H. Forster.

FRED REISNER, INC. AUCT'R. Lic. #732421 Sells Oct. 27, 1983 at 9 A.M. at 204 W. 101 St., NYC 1973 Porsche 4732901952 Acct. Royston U. Nero; 4:30 P.M. at 31-01 Northern Blvd., Queens, N.Y. 1977 Suburban Chev. 1L35U7J212052 Acct. Rodolfo Altieri; Sells Oct. 28, 1983 at 10:30 A.M. at 885 E. 149 St., Bronx, N.Y. 1974 Ford Truck X90ZVU31942 Acct. Charles A. George, Jr. On Oct. 27, 1983 at 9:15 A.M. at 411 W. 55th St., NYC 1967 Chev. Chevette 194677S103947 Acct. Theodore Royal.

R. SHONGUT, S. SHURE, Auctioneers, of Jacob Shongut Inc. sell at 84 Bowery, Man. at 10:30 A.M. unredeemed pledges for the following pawnbrokers including all holdovers from previous sales:
Oct. 20, John J. Saver & Co. Inc. 493 Grand St, Bklyn from A19514 of 8/28/79 to B53213 of 2/28/83.

Edward F. Fazio, auctr. sells 9 a.m. 10/14/83 at 603-611 West 129th Street 1973 Cadillac 6D47R3E379495 re: A. Cabrera and 9:30 a.m. 1977 Ford 7W83H243159 re: T. Debasay. Published 10/5, 10/12/83.

Partnership Notices

ERI-SPECTRUM CENTER, L.P., 40 West 57th Street, N.Y.C.-Substance of Cert. of Ltd. Partnership, duly executed by all partners, and filed in the N.Y. Co. Clk's Office, September 29, 1983. Business is to own a limited partnership interest, etc., as provided in Partnership Agreement. General Partner: ERI-Spectrum Center Partners, c/o Eastdil Equities, Inc., 40 West 57th Street, N.Y.C. Limited Partner: Steven A. Karpf, 1% of Profits and Income, 170 East 78th Street, N.Y.C., who has contributed $1. No other property has been contributed by the Limited Partner. The Partnership shall be dissolved, wound up and terminated on the earliest to occur of December 31, 2094 or a sooner event causing the dissolution of the Partnership. The Limited Partner shall not be required to make any additional contributions to the capital of the Partnership. No time has been agreed upon for the return of the capital contribution of the Limited Partner. No assignee of a Limited Partner's interest shall have the right to become a substituted Limited Partner in place of his assignor without the written consent of the General Partner. The General Partner may admit additional Limited Partners. No Limited Partner has priority as to contributions or as to compensation by way of income. The remaining general partners of the General Partner may continue the business on the death, retirement, insanity, bankruptcy, insolvency or dissolution of any other general partner. A Limited Partner has no right to demand and receive property other than cash in return for his contribution.

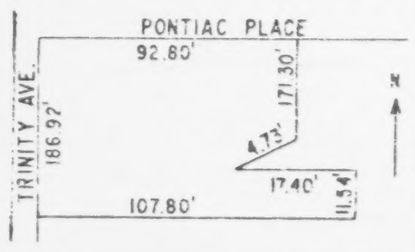
Substance of Certificate of Limited Partnership filed in New York County Clerk's office 9 14 83 duly executed, of VALQUEST PARTNERS #1, Suite 2300, 126 E. 56th St., New York, N.Y. Business: investments. Term: 9 14 83 until 12 31 2010 unless sooner terminated per Partnership Agreement (PA). General Partners (GPs): Valquest Associates, Inc.; Hans G. Jepson, each of 11 Fifth Ave, New York, N.Y. Limited Partners (LPs): Trusts (3) created by agreement dated April 1, 1972 F B O (1) Robert Aron, (2) Peter A. Aron and (3) Jacqueline A. Morrison each residing at suite 2300, 126 E. 56th St., New York, N.Y., each contributing $450,000, each receiving 96% of net profits per PA. LPs may make additional contributions from time to time as may be agreed. No time provision for return of LPs' contributions. LPs may assign interests with consent of GPs provided for in PA. No provision to admit additional LPs. No priority among LPs as to contributions or compensation by way of income. Upon death, retirement or other incapacity of a GP, remaining GP may elect to continue Partnership. No provision for LPs to demand and receive property other than cash in return for contributions.

Foundation Notice

NOTICE
The annual report of **THE ELISA BRICKNER MEMORIAL FUND, INC.** for the calendar year ended December 31, 1982 is available at its principal office located at c/o Hecht & Company P.C., 1500 Broadway, New York, New York 10036 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Balfour Brickner.

Notice of Foreclosure

SUPREME COURT - COUNTY OF BRONX, Russtend Realty Corp., Plaintiff against Allen Gold Realty Corp. et al Defendant(s). Pursuant to a judgment of foreclosure and sale, entered herein and dated November 12th, 1982, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 19th day of October, 1983, at 10:00 A.M., premises with diagram, briefly described as follows: At the intersection of the east side of Trinity Avenue and the south side of Pontiac Place, being a plot 107.80 feet x 11.54 feet x 17.40 feet x 4.73 feet x 171.30 feet x 92.80 feet and known as 610 Trinity Avenue, Bronx, N.Y.



Approximate amount of lien $292,031.65 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 15752/81. Dated: September 27th, 1983. Ruben Diaz Seise, Referee. Goldberg Weprin & Ustin, Attorney(s) for Plaintiff, 1501 Broadway, New York, N.Y. 10036.

Auction Notice

S. Kirschner, Kenneth Cohen, George Castaldo, auctioneers of The Jewelry Auction Market of America, Inc. sell at 70 Bowery, Man., at 10 A.M., all unredeemed pledges for the following pawnbrokers including all holdovers from previous sales:
On Oct 13th only: Unredeemed pledges of second hand used fur garments, fur trimmed garments, furs, etc., (including pledges held over from previous fur sales) for the following pawnbrokers: Gotham Pledge, Inc., 88 Gramatan Ave., Mt. Vernon, N.Y. from 3759 of May 24, 1982 to 7729 of Feb.8,1983. S & G Gross Co.,Inc., 486 - 8th Ave., Man. from 32225 of Aug.6,1981 to 57032 of Sept.24,1982 Heaney-Koski,Inc., 214 Atlantic Ave.,Bklyn. from 17829 of Jan.4,1983 to 20757 of Mar.21,1983. Lenox Collateral Co., Inc., 367 E.Fordham Rd., Bronx, from 43191 of Aug.7, 1978 to 1731 of Aug.13,1982. Paramount Pawnbrokers, Inc., 933 - 8th Ave., Man., from 65375 of Oct.28,1981 to 90419 of Apr. 13, 1983. United Pledge Society, Inc., 860 - 8th Ave., Man., from 11179 of Oct.2, 1980 to 36650 of Sept. 30, 1982. Washington Pawnbrokers, Inc., 1952 Amsterdam Ave., Man., from 9667 of June 8, 1982 to 17946 of March 8, 1983.

Legal Notices

JUSTICE DEPARTMENT, DRUG ENFORCEMENT ADMINISTRATION.-Case #C1-83-0104 (Gp.5). "Notice is hereby given that on: April 29, 1983 The following items were seized at: the Holiday Inn, 440 West 57th Street, New York, New York for violation of 21 U.S.C. 881: $10,000.00 U.S. Currency. Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $250.00, with approved surety on or before October 25, 1983. Otherwise, the property will be administratively forfeited pursuant to 19 U.S.C. 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 U.S.C. 1618 and 21 C.F.R 1316.71-1316.81.

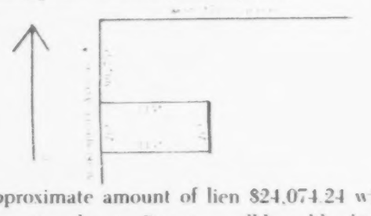
Thomas V. Cash
Associate Special Agent in Charge

JUSTICE DEPARTMENT, DRUG ENFORCEMENT ADMINISTRATION.-Case #CT-83-0168 (9). "Notice is hereby given that on: May 17, 1983 The following items were seized from Luis Mejia, at 91-10 34th Street, Queens, New York for violation of 21 U.S.C. 881: $1,161.00 U.S. Currency. Any person desiring to place the matter in the United States District Court in order to contest the probable cause for this seizure must file with the Special Agent-In-Charge, Drug Enforcement Administration, 555 West 57th Street, Suite 1900, New York, New York 10019, a claim and cost bond of $250.00, with approved surety on or before November 2, 1983. Otherwise, the property will be administratively forfeited pursuant to 19 U.S.C. 1608 and will be disposed of according to law. Interested parties may file petition for remission or mitigation of forfeiture with the Special Agent-In-Charge pursuant to 19 U.S.C. 1618 and 21 C.F.R 1316.71-1316.81.

James B. Beckner
Associate Special Agent in Charge

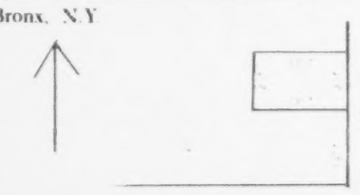
Notices of Foreclosure

SUPREME COURT - COUNTY OF BRONX, Federal National Mortgage Association, Plaintiff against John W. Bowman, et al Defendant(s). Pursuant to a judgment of foreclosure and sale, entered herein and dated September 13th, 1983, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 26th day of October, 1983, at 10:30 A.M., premises with diagram, briefly described as follows: On the east side of Shakespeare Avenue, 99.75 feet south of West 170th Street, being a plot 114 feet by 20 feet and known as 1304 Shakespeare Avenue, Bronx, N.Y.



Approximate amount of lien $24,074.24 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 15235/82. Dated: October 4th, 1983. Herman Offen, Referee. Deutsch & Schneider, Attorney(s) for Plaintiff, 3450 Fulton Street, Brooklyn, N.Y. 11208.

SUPREME COURT - COUNTY OF BRONX, Federal National Mortgage Association, Plaintiff against James Washington, et al Defendant(s). Pursuant to a judgment of foreclosure and sale, entered herein and dated September 13th, 1983, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 26th day of October, 1983, at 10:45 A.M., premises with diagram, briefly described as follows: On the west side of Creston Avenue, 147 feet north of 182nd Street, being a plot 120 feet by 25 feet and known as 2245 Creston Avenue, Bronx, N.Y.



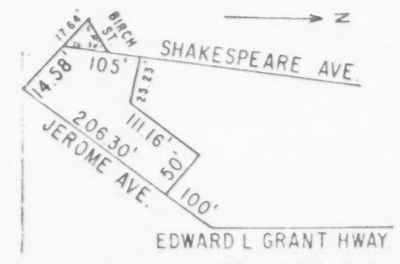
Approximate amount of lien $34,973.84 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 15948 82. Dated: October 4th, 1983. William E. Rosen, Referee. Howard Stein, Attorney(s) for Plaintiff, 176-60 Union Turnpike, Flushing, N.Y. 11366.

Auction Notice

Edward F. Fazio auctr. sells 8 A.M. 10/21/83 at 603-611 W. 129th St. 1974 Plymouth S/W PH46M4D101891 Re: V. Shatalov and 9 A.M. at 1828 Webster Ave. 1973 Chrysler CS43T3C177349 Re: T. Baptiste and 9:10 A.M. 1980 Dodge GH41CAG151467 Re: S. Jones and 9:20 A.M. 1979 Olds 3X69N9M197471 Re: H. Dunlop and 9:30 A.M. 1982 Subaru JF1AW44BZCC303814 Re: R. Davis and 9:40 A.M. 1974 Toyota RT114025562 RE: C.S. Tiong and 9:50 A.M. 1978 Subaru AL67L045924 Re: J.M. Cedeno and 10 A.M. 1977 Chevrolet 1X69U7J372447 Re: C. Pyne and 10:10 A.M. 1973 Ford 3Y87A132509 Re: K. Archibald and 10:20 A.M. 1980 Ford OT12A139817 Re: R. Ivan and 10:30 A.M. 1979 Datsun HLB210-925396 Re: M.T. Larkin and 12 P.M. at 74-38 Queens Blvd 1979 Chevrolet 1Z8789S439584 Re: C.A. Madera. Published 10 12,19 83.

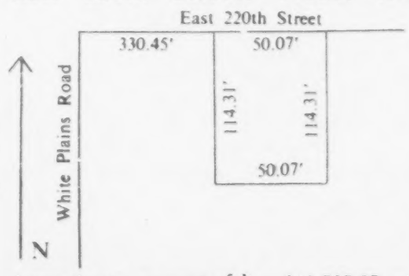
Notices of Foreclosure

SUPREME COURT - COUNTY OF BRONX Philip Hirsch, Plaintiff against 1171 Jerome Avenue Corp et al Defendant(s) Pursuant to a resettled judgment of foreclosure and sale, entered herein and dated July 21st, 1983, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse , Bronx, N.Y., in Room 118, Mezannine, on the 31st day of October, 1983, at 10:00 A.M., premises with diagram, briefly described as follows: Lying and being in Bronx County, designated on the Tax Map for the City of New York, Bronx County, as Section 9, Block 2505, Lot 1 and more commonly known as 1171-1201 Jerome Avenue, Bronx, N.Y.



Approximate amount of lien $78,000.00 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 14141/82. Dated: October 5th, 1983. Charles Blum, Referee. Rudick Kirschner Rikon & Litman, Attorney(s) for Plaintiff, 150 Broadway, New York, N.Y. 10038.

SUPREME COURT - COUNTY OF BRONX Empbanque Capital Corp., Plaintiff against Ronald W. Bell, et al Defendant(s). Pursuant to a judgment of foreclosure and sale, entered herein and dated September 15th, 1983, I, the undersigned Referee, will sell at public auction at the Bronx County Courthouse, 851 Grand Concourse, Bronx, N.Y., in Room 118, Mezannine, on the 2nd day of November, 1983, at 10:30 A.M., premises with diagram, briefly described as follows:
On the south side of East 220th Street, 330.45 feet east of White Plains Road, being a plot 114.31 feet by 50.07 feet and known as 736 East 220th Street, Bronx, N.Y.



Approximate amount of lien $41,535.95 with interest and costs. Premises will be sold subject to provisions of filed judgment, Index Number 18026 79. Dated: October 11th, 1983. Harris J. Rakov, Referee. Deutsch & Schneider, Attorney(s) for Plaintiff, 3450 Fulton Street, Brooklyn, N.Y. 11208.

Foundation Notice

NOTICE
The annual report of **THE ANDREW GOODMAN FOUNDATION, INC.** for the fiscal year ended May 31, 1983 is available at its principal office located at 161 W. 86th St., N.Y.,N.Y. 10024 for inspection during regular business hours by any citizen who requests it within 180 days hereof. The Principal Manager of the Foundation is Dr. Carolyn Goodman Eisner. Dated: Oct. 12, 1983.

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American Banker

The Only Daily Banking Newspaper

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FDIC: Chase Used Threats, Coercion On Penn Square

By GORDON MATTHEWS

NEW YORK — The Federal Deposit Insurance Corp., as receiver for the defunct Penn Square Bank NA, has charged that Chase Manhattan Bank NA used "threats and coercion" to get $19 million from the Oklahoma City bank before its collapse in July 1982.

The allegations in federal district court in Oklahoma City come in a counterclaim to a Chase lawsuit. The New York bank says it was defrauded when it bought Penn Square loans with bogus collateral ranging from drilling rigs to thoroughbred race horses.

The FDIC alleges that Chase demanded and received the funds from Penn Square to keep its participation loans in the black, but did not credit Penn Square with the payments and has failed to return the funds to the receiver.

A Chase spokesman in New York said the FDIC counterclaim, which asks damages of $77 million, is "totally without merit." The bank, he emphasized, will "vigorously pursue" the claims in its own suit, which seeks damages of $72.5 million.

The banking industry was rocked when the FDIC liquidated Penn Square after its failure on July 5, 1982. The $460 million-deposit bank had expanded through energy lending and had sold $2 billion of loans to other banks, including $212.2 million to Chase.

The agency alleges that payments of interest and principal made to Chase in June 1982 were "in contemplation of the insolvency [of Penn Square] and with a view to the preference of Chase to the other creditors [of Penn Square]."

➳ Chase: Page 54

Top 300 Mortgage Firms Post Record Rise

By KENNETH J. HICKS

NEW YORK — The top 300 mortgage companies in the nation posted a record 23.8% increase in servicing over the year ended June 30. The previous record was 18.6% scored by the top 300 firms in the field in 1979. In 1982, the top 300 companies had a 13% increase in servicing.

This is one of the findings of the American Banker's 17th annual survey of the top 300 mortgage companies, published today.

The major reasons for the record gain were the reduction in interest rates, which increased the demand for housing finance; the continued consolidation of the mortgage industry; and the increased use of the secondary market for loan sales, especially through relatively new instruments such as the Federal Home Loan Mortgage Corp. participation certificates.

From June 1982 to June 1983, the interest rates on conventional home mortgages fell 304 basis points to 12.36% from 15.40%. As a result, the demand for housing rose, and housing starts jumped 54.2% — from 933,000 units for the year ended June 30, 1982, to 1.439 million for the 12 months ending June 30, 1983.

The consolidation of the mortgage industry began in 1979 when many of the smaller mortgage companies experienced cash-flow problems. And this trend has continued.

Says Lawrence J. Trautman, director of Donaldson, Lufkin & Jenrette's mortgage banking industry practice, "Consolidation continued as the smaller mortgage banking companies continued to sell loan-servicing portfolios at a brisk pace during the past year.

"While quality mortgage loan servicing portfolios continue to command historically high prices," Mr. Trautman adds,

➳ Mortgage Cos.: Page 6

3M Is One Company to Own a Bank

Small Minnesota Institution Has Grown with Industrial Giant

Special to the American Banker

ST. PAUL — Most people know that 3M Co. is a large and diversified company, making everything from Scotch tape to surgical masks to video recorders.

But what isn't generally acknowledged, even in 3M's annual report, is the fact that it owns a bank. In fact, 3M is one of the few commercial companies in the United States to own a bank.

"We started out in the back of a Warner's hardware store," recalled Robert Hubbell, president of the bank and the man who organized it 25 years ago. Mr. Hubbell, the bank's first employee and only president, also served as a teller and floor sweeper in those days.

Mr. Hubbell owned a small bank in Bruce, Wis., when he was hired by 3M, and was a bank examiner for the Federal Deposit Insurance Corp. before that.

3M

From its inception, the bank's growth has paralleled that of 3M, although on a much smaller scale. In 1958, when the bank was founded, 3M had revenues of about $300

➳ 3M: Page 6

SEC Plans Action Against Banks With Loan Woes

By SCOTT McMURRAY

WASHINGTON — The Securities and Exchange Commission is planning to take action in the next two months against several publicly owned banks with problem loans, according to an SEC official.

He said a number of cases concerned inadequate loan-loss reserves and the failure of banks to write off bad loans. Some cases also involve questionable loans to officers, he said.

Although declining to be more specific, he said that several of the cases involve banks in the Southwest that have been hit hard by the collapse of regional companies tied to the petroleum industry.

The SEC is investigating the books

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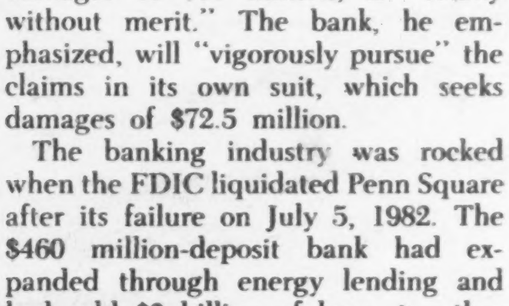
Mortgage Banking Fall Review



In today's feature section, Preston Martin says housing is playing its traditional role in leading the economic upturn, but he warns that high interest rates can still work mischief.....15

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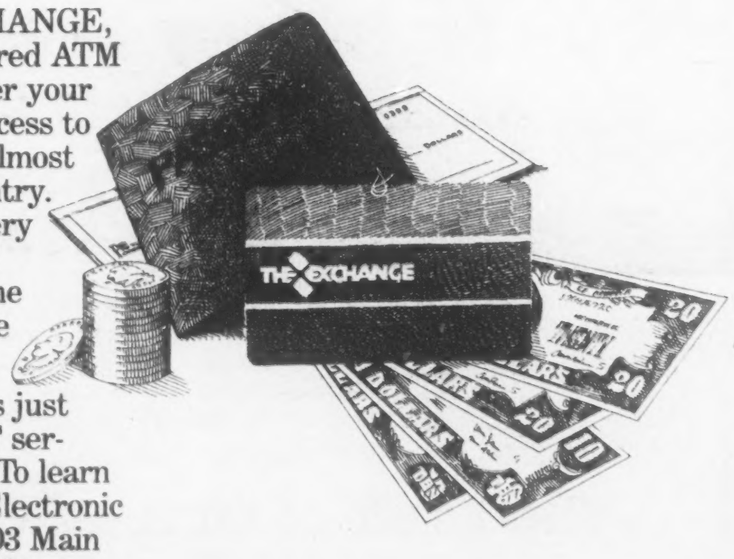

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ONLY THE FOLLOWING PAGES OF THIS

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3M . . .

Continued from page 1

million a year and about 1,000 employees at its site in the Maplewood section of this city. Now, 3M's revenues are on the order of $6.6 billion, and it has slightly less than 12,000 workers at the Maplewood headquarters.

Eastern Heights State Bank of St. Paul, which started with three employees and a minimum amount of capital in 1958, now has a work force of 80 and assets of $110 million. Eastern Heights now has its own building near the Sun Ray Shopping Center and is the largest bank in the Maplewood area, the eighth largest bank in St. Paul, and the 30th largest bank in the Twin Cities.

The bank was chartered as a convenience to 3M employes at the Maplewood site, which has since become the company's headquarters.

When 3M built two central research buildings at Maplewood in the early 1950s, employees there complained they had no place to deposit their paychecks and withdraw money.

So in 1956, 3M asked First Banks System if it would start a new bank at the site. First Banks agreed, and applied for a new bank charter. Although the state approved the charter, the Federal Reserve denied it.

First Banks suggested that 3M start the bank itself, while First Banks fought the ruling in the courts. First Banks lost. Mr. Hubbell prevailed on 3M executives to keep the bank, and 3M ended up in the banking business.

"Employees here like being employees of 3M," Mr. Hubbell said. The bank employees have the same benefits, retirement plans, and job opportunities as other 3M employees. Bank employees also have first crack at other 3M job openings, and vice versa, and transfers between the two are not uncommon.

Still, one of the only direct contacts between the bank and its parent is a personnel liaison between the two companies. And although the 3M logo is placed next to its name on most of its literature and the personal checks it issues, the bank doesn't promote its relationship with 3M.

"We don't emphasize the relationship — we don't wear it on our sleeves," Mr. Hubbell said. "But I think people have more confidence in the bank knowing that 3M is behind it."

Holding Companies Formed

Restrictive bank laws have made commercial-company ownership of banks extremely rare ever since the Depression. Misuse of banks by their commercial owners was at least partly responsible for the collapse of America's financial system at that time.

Commercial firms found ways to skirt the law by forming bank holding companies, indirectly owning the banks through those companies. But the federal Bank Holding Company Act closed this loophole in 1970, requiring nonbanking companies that owned banks to divest the banks within about 10 years.

3M applied for an exemption to the 1970 law, and was one of only nine companies around the country to be granted an exemption, according to Charles Blair, an officer at the Federal Reserve Bank of Minneapolis who reviewed bank holding company applica-

➤ 3M: Page 7

Mortgage Cos. . . .

Continued from page 1

"it's certainly understandable that many smaller mortgage bankers would succumb to the temptation of selling."

Among the top 300 mortgage companies, a record 55 indicated they had acquired servicing from other institutions. The previous record high was 51, set last year. Of these 55 companies, 22 of the acquisitions were either outright mergers, or acquisitions of another company's entire portfolio.

"Having been involved in the sale of a major block of servicing this past week, it is apparent that the stategic plans of many diversified financial service companies call for the aggressive building of loan portfolios through bulk purchases of servicing," Mr. Trautman said.

The Four Largest Acquisitions

Since yearend, the largest mortgage company acquisition was by First National Bank of Boston, which acquired 20th-ranked Stockton, Whatley, Davin & Co., Jacksonville, Fla., and its $3.9 billion servicing portfolio. The bank also owns the 71st-ranked Mortgage Corp. of the South, in Birmingham, Ala., which has a $1.4 billion portfolio.

The next largest mortgage company acquisition was made by Mellon National Corp., Pittsburgh, last April. It acquired 32d-ranked Mortgage and Trust Inc., Houston, and its $2.7 billion portfolio.

Mellon has three other mortgage company subsidiaries with a combined servicing portfolio of approximately $2.6 billion. They are 89th-ranked Carruth Mortgage Corp., Metairie, La.; 97th-ranked Mellon Mortgage Inc.-East, Cleveland; and 175th-ranked Mellon Mortgage Inc.-West, Denver.

The third largest mortgage company acquisition was by T&N Holding Co., Monroe, La., which acquired First Fidelity Mortgage Co., Monroe. First Fidelity had $1.3 billion in servicing and ranked 66th in June 1982. Its servicing was transferred to T&N's mortgage subsidiary, 40th-ranked Troy & Nichols Inc., Monroe.

Ralph C. Sutro Co., Los Angeles, a subsidiary of Metropolitan Savings Bank, Brooklyn, N.Y., acquired International Charter Mortgage Corp., Hato Rey, P.R. International Charter was the 92d largest mortgage company in the nation on June 30, 1982, with $897.9 million in servicing.

Subsidiary Consolidation and Mergers

Two mortgage companies — 15th-ranked Colwell Financial Corp., Los Angeles, and 30th-ranked First Security Realty Services, Logan, Utah — were involved in mergers which consolidated subsidiary operations under one company.

Colwell Financial, formerly Colwell Co., was acquired by Mercury Savings Association, Wichita Falls, Tex., from Baldwin-United Corp., Cincinnati, in the first half of 1983.

Colwell then acquired the four remaining subsidiaries of Baldwin-United. These companies were: Baldwin-United Mortgage Co., Louisville, Ky., which had $544 million in servicing on June 30, 1982, to rank 137th; Fulton & Goss, Cleveland, which ranked 206th a year ago with $270 million in servicing; C.C. Fletcher Mortgage Co., Cincinnati, which had $153 million in servicing at yearend 1982; and Moyer Mortgage Co., Dayton, which ranked 279th at midyear 1982, with $149 million in servicing.

First Security Corp., Salt Lake City, a multibank holding company, consolidated the mortgage servicing operations of six of its subsidiaries into its largest mortgage company subsidiary — Utah Mortgage Loan Corp., Logan, in June. Utah Mortgage, which then changed its name to First Security Realty Services, acquired the servicing portfolios of Securities-Intermountain Inc., Portland, Ore.; First Security Mortgage Co., First Security Bank, and First Security State Bank, all of Salt Lake City; First Security Bank, Boise, Idaho; and First Security Bank, Rock Springs, Wyo.

This consolidation enabled First Security Realty to move up 42 places in rank to 30th place, with $2.88 billion in servicing at midyear, compared with $1.14 billion a year earlier.

The effect of these mergers and portfolio acquisitions has been to consolidate the entire industry.

For example, servicing for the top 300 mortgage companies in the field totaled $353.2 billion on June 30, up $68 billion from $285.2 billion a year earlier. According to data from the Mortgage Bankers Association, or MBA, servicing by the entire mortgage company industry totaled an estimated $370 billion on June 30, 1983, up approximately 15.6% from $319.8 billion from a year earlier.

Thus, the ratio of servicing by the top 300 mortgage companies to all mortgage companies rose to a record 95.9% at midyear from 89.2% a year earlier. The industry figures this year are for the Mortgage Bankers Association's 808 mortgage company members; and last year's figures were for the MBA's 775 mortgage company members.

Increase in Secondary Loan Sales

Since 1976, the ratio of loan sales into the secondary market to originations has steadily increased, moving from that year's low of 27.1%, to 60% at yearend 1982. And for this year's first quarter, 65% of all loans were sold into the secondary market.

A reason for the increase in loan sales over the period — especially over the last three years — is that thrift institutions have been consolidating and selling off their servicing portfolios in an attempt to bolster sagging profits.

This increase in secondary market loan sales has enabled mortgage companies to alter dramatically their share of the mortgage lending market.

For example, in 1975, the savings and loan industry accounted for 53% of mortgage lending, followed by commercial banks with 19%, and mortgage bankers with 18%. However, an MBA spokesperson said that "through the first quarter of this year, the market share of mortgage companies is averaging one out of every three loans, placing them ahead of banks," which now account for 23%. The savings and loans' share of the market has fallen to 38%.

In addition, mortgage bankers have gained servicing shares at the expense of thrifts, by virtue of the Federal Home Loan Mortgage Corp. participation certificates, or Freddie Mac PCs.

Freddie Mac Pass-Throughs

Participation certificates are Freddie Mac's version of pass-through securities. These PCs allow thrifts to boost their liquidity by selling low-yielding mortgages to Freddie Mac and then buying them back in the form of PCs.

Many of these swaps have found thrift portfolios sold as Freddie Mac PCs or Federal National Mortgage Association-backed securities, with a mortgage company packaging the transaction and retaining the servicing.

"We packaged approximately $70 million of FNMA-backed securities for a major thrift during early 1983," said Tom Hammond, chairman and president of the 168th-ranked Hammond Co., Newport Beach, Calif.

"Many regional thrifts don't seem to have the ability to do this for themselves, and we consider this area ripe for potential profits, particularly for loans currently serviced by a mortgage banker," Mr. Hammond said.

The Freddie Mac PC program — or Guarantor Program — began in October 1981. From the program's inception through June 30, 1983, the volume of swaps issued under the program totaled $31.4 billion, according to data from the Federal Home Loan Mortgage Corp. In addition, the volume of swaps in July of this year totaled $1.2 billion, and the August volume totaled $1.4 billion.

Lomas & Nettleton Financial Corp., Dallas, maintained its No. 1 ranking, with $17.8 billion in servicing, up 47.1% from a midyear 1982 level of $12.1 billion. The bulk of the increase comes from the acquisition of Advance Mortgage Corp., Southfield, Mich., in the latter part of 1982. Since yearend, Lomas & Nettleton showed a 2.3% increase from $17.4 billion.

Moving up one place to second was Norwest Mortgage Inc., Minneapolis, which posted $9.6 billion in servicing, up a robust 57.4% from last year's $6.1 billion. Norwest was formerly Banco Mortgage Co.

Also advancing one spot in the ranking is Manufacturers Hanover Mortgage Corp., Farmington Hills, Mich. Manufacturers reported servicing of $9.1 billion for June 30, 1983, up 50.1% from last year's $6.0 billion. The company acquired $1.7 billion in servicing from Genstar Mortgage Co., Glendale, Calif.

Dropping two places to rank fourth, Weyerhauser Mortgage Co., Los Angeles, showed $7.7 billion in mortgage servicing, down 0.1% from $7.8 billion. Remaining in fifth place is Fleet Mortgage Corp., Milwaukee, where servicing increased 12.9% to $6.6 billion from $5.9 billion in 1982.

Other Survey Findings

• Servicing for the top 100 mortgage companies increased 25.7% to $272.5 billion, from $216.8 billion; the second 100 was up 17.8% to $57.5 billion from $48.8 billion; and the third 100 rose 19.6% to $23.2 billion from $19.6 billion.

➤ Mortgage Cos.: Page 50

Bassin Named EVP Of Dime Savings

NEW YORK — Arthur J. Bassin, 39, has been elected executive vice president and chief financial officer of The Dime Savings Bank of New York.

Mr. Bassin will be responsible for all the bank's consumer banking activities in New York City, Long Island, Westchester and Rockland counties, and the Albany region.

Harry Albright, chairman and chief executive officer of the bank, said Mr. Bassin bring his commercial banking experience to the bank and rounds out the reorganization of the bank on the senior staff level.

Before joining the Dime, Mr. Bassis spent 14 years at Citibank, where he held a variety of financial, branch management, and marketing positions in the United States and in Europe. For the past five years, Mr. Bassin had been involved in Citibank's New York banking division, most recently as head of marketing and business development. ■

The Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1983 (a)

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Rank 6/30/83	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/83	Dollar Volume of Mortgages Serviced 6/30/82	Rank 6/30/82	Gain in Rank	No. of Mortgages Serviced 6/30/83	No. of Investors 6/30/83 Excluding GNMA Pools	No. of Investors 6/30/83 GNMA Pools
1	Lomas & Nettleton Financial Corp., Dallas	$17,762,566,000	$12,075,037,043	1		676,452	1,000	1,812
2	Norwest Mortgage Inc., Minneapolis (b)	9,636,133,117	6,121,000,000	3	+ 1	155,485	140	563
3	Manufacturers Hanover Mtge. Corp., Farmington Hills, Mich	9,026,360,000	6,012,339,000	4	+ 1	270,122	525	1,179
4	Weyerhaeuser Mortgage Co., Los Angeles	7,749,252,000	7,760,565,000	2		183,955	429	1,445
5	Fleet Mortgage Corp., Milwaukee (c)	6,637,000,000	5,880,620,000	5		233,614	647	1,736
6	Suburban Coastal Corp., Wayne, N.J	5,987,000,000	5,310,025,000	6		117,818	179	573
7	Colonial Mortgage Service Co., Philadelphia	5,932,684,292	4,474,000,000	8	+ 1	158,295	476	659
8	Kissell Co., Springfield, Ohio	5,912,443,479	4,066,614,020	10	+ 2	221,569	374	476
9	Ralph C. Sutro Co., Los Angeles	5,601,000,000	3,720,550,052	17	+ 8	131,518	270	838
10	Cameron-Brown Co., Charlotte, N.C	5,097,629,000	4,023,586,790	11	+ 1	141,772	395	523
11	First Interstate Mortgage Co., Pasadena, Calif. (d)	4,941,259,909	3,661,000,000	19r	+ 8	74,941	304	180
12	Goldome Realty Credit Corp., Buffalo, N.Y	4,700,299,349	-----	...		93,222	141	126
13	Merrill Lynch Mtge. Corp., Stamford, Conn	4,700,000,000	3,777,000,000	15	+ 2	57,000	80	552
14	Wells Fargo Mortgage Co., San Francisco	4,514,186,454	4,292,613,000	9		86,634	340	1
15	Colwell Financial Corp., Los Angeles (e)	4,429,136,000	3,221,250,000	22	+ 7	139,465	490	1,325
16	Commonwealth Mortgage Corp., Houston	4,244,419,851	1,839,459,006	39	+23	117,700	576	944
17	Chemical Mortgage Corp., Columbus, Ohio	4,066,851,139	3,987,647,863	12		58,303	200	360
18	Alliance Mtge. Co., Jacksonville, Fla. (f)	4,037,960,584	2,786,535,154	24	+ 6	90,011	147	947
19	Richard Gill Co., San Antonio, Tex	4,008,504,803	3,921,753,294	13		100,534	272	993
20	Stockton, Whatley, Davin & Co., Jacksonville, Fla	3,921,405,249	3,449,271,000	21	+ 1	117,436	323	402
21	Bowest Corp., La Jolla, Calif	3,886,603,000	2,129,998,180	30	+ 9	85,400	180	387
22	Shearson/American Express Mortgage Corp., Irvine, Calif	3,845,359,724	3,477,087,225	20		85,710	313	314
23	Crocker Mortgage Co. Inc., Los Angeles	3,818,619,299	3,585,341,955	19		67,492	106	61
24	Security Pacific Mortgage Corp., Denver	3,800,000,000	3,855,717,858	14		80,180	320	758
25	Bankers Mortgage Corp., Columbia, S.C	3,762,961,194	3,686,419,763	18		117,972	232	863
26	Genstar Mortgage Corp., Glendale, Calif	3,751,639,000	3,760,000,000	16		95,846	161	924
27	Rainier Mortgage Co., Seattle	3,172,645,045	2,732,092,527	25		82,667	163	485
28	Southeast Mortgage Co., Miami	3,064,600,000	2,647,600,000	26		68,200	324	416
29	General Electric Mtge. Cp., Portland, Ore	2,979,500,000	1,688,454,124	43	+14	69,332	181	1,017
30	First Security Realty Services, Logan, Utah (g)	2,877,233,805	1,141,450,270	72	+42	77,476	270	659
31	Seafirst Mortgage Corp., Seattle	2,835,900,000	3,050,000,000	23		63,000	336	45
32	Mortgage & Trust, Inc., Houston	2,732,902,883	2,562,634,433	27		80,079	267	416
33	F & M Mortgage Corp., Richmond, Va	2,732,412,688	2,179,332,766	29		65,056	217	486
34	Waterfield Mortgage Co., Inc., Fort Wayne, Ind	2,700,000,000	2,081,000,000	32		92,000	120	500
35	Transamerica Mortgage Co. of Calif., San Francisco	2,491,858,719	2,121,621,615	31		71,261	178	336
36	VNB Mortgage Corp., Richmond, Va	2,486,000,000	2,282,715,689	28		83,600	160	412
37	Coldwell Banker Commercial Group, Inc., Los Angeles	2,425,007,425	2,073,246,973	33		8,002	N.A.	5
38	Fort Worth Mortgage Corp., Tex	2,311,653,473	1,867,493,521	37		54,887	475	275
39	Lumbermen's Investment Corp., Austin, Tex	2,299,999,370	1,935,272,158	35		78,662	207	511
40	Troy & Nichols, Inc., Monroe, La	2,211,249,390	671,862,105	117	+77	95,636	287	494
41	B.F. Saul Co., Chevy Chase, Md	2,200,000,000	------	...		21,400	58	68
42	Old Stone Mortgage Corp., Seattle (h)	2,178,599,000	1,208,142,829	65	+23	64,808	159	359
43	Northland Mortgage Co., St. Paul, Minn	2,177,462,753	1,916,192,770	36		35,855	228	238
44	Citicorp Homeowners Inc., St. Louis (i)	2,130,292,878	1,181,074,735	68	+24	64,215	311	314
45	Reilly Mtge. Group, Inc., Washington, D.C	2,120,939,360	1,600,000,000	45		633	26	41
46	New York Guardian Mortgagee Corp., Hempstead	2,093,095,606	1,765,523,154	40		60,960	31	1,191
47	STM Mortgage Co., Dallas	2,052,700,000	1,860,000,000	38		65,461	193	316
48	Allstate Enterprises Mortgage Corp., Deerfield, Ill	2,017,174,302	1,524,804,495	47		59,028	193	373
49	Foster Mortgage Corp., Fort Worth, Tex	2,000,214,614	1,477,784,719	51	+ 2	49,255	276	450
50	Rouse Real Estate Finance, Inc., Columbia, Md	1,978,917,500	1,749,425,007	42		21,634	86	186
51	Gilldorn Mtge. Midwest Corp., Schaumburg, Ill. (j)	1,931,961,473	2,050,629,000	34		74,855	251	372
52	Jersey Mortgage Co., Elizabeth, N.J	1,926,268,209	1,755,250,054	41		43,657	93	178
53	J. I. Kislak Mortgage Service Corp., Miami	1,921,388,243	1,486,698,588	49		85,514	210	320
54	Chase Home Mortgage Corp., Montvale, N.J	1,814,855,000	1,559,400,000	46		52,820	38	175
55	Citicorp Real Estate, Inc., New York	1,810,802,545	763,000,000	103	+48	814	39	73
56	Lincoln Service Corp., Owensboro, Ky	1,778,372,826	------	...		32,565	83	246
57	Engel Mortgage Co., Inc., Birmingham, Ala	1,772,046,782	1,643,148,212	44		58,496	137	471
58	Wachovia Mortgage Co., Winston-Salem, N.C	1,736,021,107	1,428,381,563	54		44,947	130	240
59	Charles F. Curry & Co., Kansas City, Mo	1,680,000,000	1,450,000,000	53		54,700	128	779
60	FBS Mortgage Corp., Minneapolis	1,635,829,000	1,200,856,000	66	+ 6	27,496	169	207
61	Latimer & Buck, Inc., Philadelphia	1,608,372,000	1,303,018,094	57		30,725	39	0
62	Collateral Investment Co., Birmingham, Ala	1,568,348,230	1,476,586,602	52		59,877	101	314
63	California Mortgage Service, Tustin	1,513,552,557	1,478,417,638	50		44,366	67	306
64	Midland Mortgage Co., Oklahoma City	1,507,659,606	1,498,099,129	48		48,122	143	364
65	North American Mortgage Co., Houston	1,488,905,000	1,167,697,884	69	+ 4	25,465	225	150
66	Guild Mortgage Co., San Diego, Calif	1,457,207,896	1,119,915,632	76	+10	30,089	75	264
67	Knutson Mortgage & Financial Corp., Minneapolis	1,456,442,603	1,159,280,190	70	+ 3	37,567	200	425
68	Real Estate Financing Inc., Montgomery, Ala	1,456,240,925	1,403,770,225	55		42,410	109	314
69	RIHT Mortgage Corp., Charlotte, N.C	1,441,000,000	------	...		22,443	20	298
70	Weaver Bros., Inc., Chevy Chase, Md	1,426,200,000	1,330,987,000	56		31,363	54	190
71	Mortgage Corporation of the South, Birmingham, Ala	1,419,476,895	1,232,740,293	63		59,109	263	237
72	Ryan Mortgage Co., Arlington, Tex	1,333,597,235	1,158,045,345	71		26,161	117	154
73	American Mortgage Co., Houston	1,310,665,405	1,095,893,000	79	+ 6	32,322	236	251
74	Plaza Mortgage Co., Los Angeles	1,293,677,831	840,357,000	97	+23	25,834	60	285
75	American Fletcher Mtge. Co., Inc., Indianapolis	1,292,895,947	1,248,963,188	60		26,779	148	64
76	Peoples Mortgage Co., Seattle	1,290,679,503	1,249,041,441	59		36,123	68	252
77	NBD Mortgage Co., Troy, Mich	1,283,035,324	1,236,589,706	62		44,699	78	130
78	Standard Mortgage Corp., New Orleans	1,283,000,000	1,239,000,000	61		30,073	153	108
79	Murray Investment Co., Dallas	1,279,533,531	1,080,985,000	81	+ 2	29,170	183	210
80	IntraWest Mortgage Co. Denver (k)	1,242,147,333	1,208,741,988	64		24,048	184	145
81	Ryan Financial Services, Pittsburgh	1,234,592,301	968,073,843	88	+ 7	26,311	75	286
82	National Mortgage Co., Memphis, Tenn	1,214,534,234	1,090,320,583	80		56,389	101	308
83	Western Mortgage Loan Corp., Ogden, Utah	1,213,644,000	1,138,891,577	73		23,297	42	409
84	Nowlin Mortgage Co., Fort Worth, Tex	1,195,000,000	925,803,293	91	+ 7	23,009	212	145
85	Abacus Real Estate Finance Co., Chicago	1,185,555,428	1,132,331,607	75		1,159	49	0
86	American General Mortgage Corp., Houston	1,173,505,217	1,100,000,000	77		17,553	42	3
87	United Virginia Mortgage Corp., Richmond	1,167,600,000	1,027,297,041	84		32,900	194	159
88	Mortgage Investment Co. of El Paso, Tex	1,162,411,345	1,080,081,197	82		35,666	121	165
89	Carruth Mortgage Corp., Metairie, La	1,160,753,398	943,365,067	89		28,950	82	176
90	Margaretten & Co., Inc., Perth Amboy, N.J	1,160,097,960	691,000,000	112	+22	24,973	58	183
91	First Atlanta Mortgage Corp	1,136,392,317	708,942,542	108	+17	35,777	93	297
92	North Central Financial Corp., Dayton, Ohio	1,118,881,866	784,875,267	101	+ 9	40,607	29	195
93	ARCS Mortgage, Inc., Canoga Park, Calif	1,103,368,444	889,519,616	94	+ 1	21,074	50	142
94	Dorman & Wilson, Inc., White Plains, N.Y	1,091,253,000	1,004,223,000	85		1,599	14	0
95	Freedom Mortgage, Tampa, Fla	1,084,877,511	997,387,000	86		28,486	43	68
96	ICM Mortgage Corp., Denver	1,050,004,854	685,551,000	114	+18	16,888	16	290
97	Mellon Mortgage Inc.-East, Cleveland	1,011,520,462	894,322,701	93		23,201	77	195
98	Kentucky Mortgage Co., Inc., Lexington (l)	1,003,764,000	930,260,259	90		34,246	80	242
99	Colonial Mortgage Co., Montgomery, Ala	997,874,444	1,054,475,054	83		34,610	46	308
100	Fidelity Bond & Mortgage Co., Philadelphia	989,634,959	970,542,365	87		33,756	106	2

(a)—Excluding loans owned by mortgage companies. (b)—Formerly Banco Mortgage Co. (c)—Formerly Mortgage Associates Inc. (d)—Formerly a division of First Interstate Bank of Calif., Los Angeles, it became a mortgage company subsidiary of First Interstate Bancorp. in Aug. 1982. (e)—Formerly Colwell Co. It changed name when it acquired four mortgage company subsidiaries of Baldwin-United Corp., Cincinnati. (f)—Formerly Charter Mortgage Co. (g)—Formerly Utah Mortgage Loan Corp. (h)—Formerly Sherwood & Roberts, Inc. (i)—Formerly Citicorp Person-to-Person Inc. (j)—Formerly Percy Wilson Mortgage & Finance Corp., Chicago. (k)—Formerly First Denver Mortgage Co. (l)— A division of Eagle Mortgage and Investment Co. (r)—Rank that company would have had, if it had been a mortgage company on 6/30/82. N.A.—Not available.

The Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1983 (a)

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Rank 6/30/83	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/83	6/30/82	Rank 6/30/82	Gain in Rank	No. of Mortgages Serviced 6/30/83	No. of Investors 6/30/83 Excluding GNMA Pools	GNMA Pools
101	Barnett Mortgage Co., Jacksonville, Fla.	975,716,000	710,642,000	107	+ 6	32,109	100	280
102	Citiznes & Southern Commercial Corp., Tucker, Ga.	951,878,139	879,641,260	95		26,972	208	179
103	Trust Company Mortage, Atlanta, Ga.	905,253,725	812,000,000	99		26,643	140	121
104	Countrywide Funding Corp., Inc., Los Angeles	896,635,810	647,956,090	121	+17	18,411	49	378
105	Continental, Inc., Seattle	887,690,945	771,856,250	102		16,730	68	167
106	Valley National Mortgage Co., Phoenix	853,841,994	850,000,000	96		27,135	50	48
107	Westland Mtge Service Co., Sacramento, Calif.	843,527,220	692,207,249	111	+ 4	20,228	28	220
108	U.S. Mortgage Corp., Westmont, N.J.	839,658,955	444,029,133	151	+43	12,936	9	357
109	United Mortgage Corp., Minneapolis	829,483,506	477,783,041	145	+36	14,941	28	208
110	International Mortgage Co., Santa Monica, Calif.	824,000,000	788,418,000	100		17,360	33	260
111	Republic Realty Mortgage Corp., Chicago	807,210,000	673,715,526	116	+ 5	866	31	1
112	Draper & Kramer, Inc., Chicago	805,000,000	640,926,983	123	+11	8,054	42	73
113	Banc One Mortgage Corp., Dayton, Ohio (b)	804,340,000	389,757,000	166	+53	25,490	60	82
114	Western American Financial Corp., Phoenix	796,871,000	759,691,000	104		21,605	47	77
115	Intercounty Mortgagee Corp., Hempstead, N.Y.	796,260,400	475,000,000	146	+31	18,046	18	341
116	H. S. Pickrell Co., Phoanix	785,335,900	649,984,856	120	+ 4	13,147	47	161
117	Bancwest Mortgage Corp., Phoenix	770,337,575	741,920,598	105		19,670	62	74
118	Wallace Moir Co., Beverly Hills, Calif.	757,256,074	687,848,584	113		1,596	9	0
119	L. J. Melody & Co., Houston	750,212,190	633,712,915	124	+ 5	134	9	0
120	Dominion Bankshares Mortgage Corp., Fairfax, Va.	745,767,379	816,500,000	98		20,939	60	97
121	Liberty Mortgage Co., Oklahoma City	745,742,712	578,486,705	131	+10	16,356	85	161
122	Universal Mortgage Corp., Milwaukee, Wis.	738,917,892	678,762,601	115		21,551	87	246
123	Gulf Coast Investment Corp., Houston	737,834,423	652,682,102	119		27,849	95	223
124	Investor's Mortgage Service Co., Los Angeles	718,640,037	600,000,000	128	+ 4	19,994	69	154
125	Pan American Mortgage Corp., Miami	717,907,756	736,639,381	106		27,858	167	106
126	First Interstate Real Estate Services Co., Denver	716,496,849	496,394,094	141	+15	17,383	342	116
127	Hinton Mortgage & Investment Co., Dallas	708,000,000	569,513,766	133	+ 6	18,343	92	277
128	United Jersey Mortgage Co., Hackensack, N.J.	697,597,264	699,834,804	110		11,915	0	0
129	Rothschild Financial Corp., St. Paul, Minn.	679,000,000	584,000,000	130	+ 1	20,500	200	62
130	Molton, Allen & Williams, Inc., Birmingham, Ala.	663,640,694	.....			19,390	137	31
131	Baird & Warner, Inc., Chicago	650,000,000	543,000,000	138	+ 7	650	50	2
132	James E. McGehee & Co., Inc., Memphis, Tenn.	650,000,000	244,827,041	174	+42	12,000	70	28
133	Arvida Mortgage Co., Clearwater, Fla.	647,972,517	647,834,809	122		15,246	68	115
134	Mason-McDuffie Mortgage Co., Alamo, Calif.	644,317,491	.....			8,911	20	148
135	Wye Mortgage Corp., Baltimore	643,040,000	632,547,000	125		7,892	26	2
136	Deposit Guaranty Mortgage Co., Jackson, Miss.	639,623,410	598,113,893	128		26,633	96	150
137	Walker & Dunlop, Inc., Washington, D.C.	632,724,000	597,748,611	129		272	21	3
138	WestAmerica Mortgage Co., Englewood, Colo.	631,000,000	N.A.			11,575	46	150
139	PB Mortgage Corp., Haddonfield, N.J. (c)	630,626,457	609,672,345	126		16,759	105	76
140	Mercantile Mortgage Corp., Baltimore	608,763,147	515,896,358	140		10,836	46	65
141	Midlantic Mortgage Corp., Newark, N.J.	602,564,524	605,714,155	127		6,054	86	1
142	Robert C. Wilson Co., Houston	595,789,984	530,077,599	139		572	0	0
143	Realbanc Inc., Omaha, Neb.	590,808,065	374,340,099	168	+25	10,841	76	143
144	Indiana Mortgage Corp., Indianapolis	577,229,825	556,000,000	135		10,698	94	20
145	Holland Mortgage & Investment Corp., Houston	573,380,486	468,997,000	148	+ 3	12,122	165	.....
146	Dade Savings Mortgage Corp., Woodland Hills, Calif. (d)	559,593,884	558,768,169	134		15,224	115	18
147	Gulfco Capital Management Inc., Jacksonville, Fla.	559,539,815	570,654,238	132		8,107	17	0
148	American Mortgage & Investment Co., Oklahoma City	557,877,601	493,870,797	142		18,702	117	109
149	Georgia Co., Columbus	550,968,170	298,236,269	196	+47	22,868	44	145
150	Drew Mortgage Co., Houston	550,000,000	432,000,000	157	+ 7	11,521	55	65
151	MNC National Mtge Corp., Southfield, Mich.	547,817,433	470,734,848	147		19,688	52	128
152	Washington Mortgage Co., Inc., Seattle	527,539,831	348,155,826	184	+32	4,113	54	4*
153	U.S. Home Mortgage Corp., Clearwater, Fla.	525,000,000	438,000,000	155	+ 2	10,500	33	101
154	Honolulu Mortgage Co., Inc.	525,000,000	448,000,000	150		9,596	70	40
155	USLife Real Estate Services Corp., Dallas	522,488,819	.....			4,323	25	0
156	Colonial Mortgagee Corp., Melville, N.Y.	506,000,000	400,364,000	162	+ 6	13,149	37	158
157	Leader Mortgage Co., Cleveland	504,582,203	305,000,000	193	+36	31,468	78	104
158	Bailey Mortgage Co., Jackson, Miss.	502,794,000	489,451,000	143		22,836	93	171
159	Midland Mortgage Corp., Detroit	497,800,000	548,956,000	136		20,700	126	120
160	BancOhio Mortgage Co., Columbus	491,000,000	.....			16,000	25	0
161	McCaughan Mortgage Co., Inc., Coral Gables, Fla.	490,000,000	456,709,770	149		22,500	60	50
162	Larson Mortgage Co., Plainfield, N.J.	481,871,433	401,371,345	161		12,931	138	107
163	W. Lyman Case & Co., Columbus, Ohio	480,000,000	350,000,000	183	+20	280	12	0
164	EPIC Mortgage, Inc., Falls Church, Va.	476,761,664	.....			6,503	0	0
165	Detroit Mortgage & Realty Co.	475,746,572	482,250,462	144		10,734	16	0
166	Gershman Investment Corp., St. Louis	475,565,501	351,655,917	182	+16	18,696	113	89
167	First Investment Co., Columbus, Ohio	465,126,649	443,892,895	152		21,263	73	197
168	Hammond Co., Newport Beach, Calif.	464,000,000	439,186,838	154		5,096	27	11
169	New York Urban Servicing Co., Inc.	454,140,000	441,500,000	153		207	5	0
170	American Continental Mortgage Co., Phoenix, Ariz.	452,772,839	.....			6,489	13	216
171	Sibley Corp., Rochester, N.Y.	448,474,910	369,019,843	172	+ 1	11,108	48	129
172	Northwestern Mortgage Corp., Charlotte, N.C. (e)	447,000,000	358,932,000	176	+ 4	15,000	41	136
173	Tucker Brothers, Inc., Jacksonville, Fla.	446,681,000	358,723,000	177	+ 4	17,523	84	188
174	BA Mortgage & International Realty Corp., San Francisco	444,353,000	279,106,000	204	+30	1,756	42	0
175	Mellon Mortgage, Inc.-West, Denver	430,000,000	352,800,000	180	+ 5	7,800	52	N.A.
176	Bancshares Mortgage Co., Spokane, Wash.	420,862,369	391,743,475	164		8,383	48	11
177	Bank of Virginia Mortgage Corp., Richmond	420,000,000	426,603,889	158		11,000	52	2
178	Van Schaack & Co., Denver	417,993,252	417,872,700	159		8,889	66	53
179	Zions Mortgage Co., Salt Lake City, Utah	410,525,000	358,464,465	178		11,100	60	35
180	Stockton, White & Co., Raleigh, N.C.	403,673,699	435,724,222	156		11,330	62	48
181	Wilshire Mortgage Corp., Burbank, Calif.	398,969,836	258,029,115	213	+32	6,581	16	12
182	Seattle Mortgage Co.	396,000,000	353,000,000	179		8,849	20	127
183	W. Ross Campbell Co., Los Angeles	395,593,413	371,280,093	170		69	4	0
184	Conservative Mortgage Co., Minneapolis	384,661,703	314,027,825	190	+ 6	12,373	53	136
185	Dale Funding Corp., Hempstead, N.Y.	383,350,000	252,161,163	220	+35	9,954	16	143
186	Carolina National Mortgage Investment Co., Inc., Charleston, S.C.	380,000,000	352,476,000	181		13,801	73	97
187	Statewide City Mortgage Corp., Carmichael, Calif.	379,441,599	341,475,337	186		7,157	26	42
188	Millikin Mortgage Co., Decatur, Ill.	374,778,444	N.A.			15,085	10	181
189	Regional Investment Co., Leawood, Kan.	371,944,053	394,501,585	163		14,871	83	161
190	National Mortgage Corp. of America, Dallas	371,148,555	281,247,110	202	+12	20,851	29	158
191	Shelter America Corp., Aurora, Colo.	371,000,000	256,000,000	216	+25	23,350	N.A.	285
192	Southwest Mortgage Co., Albuquerque, N.M.	370,850,345	260,395,462	209	+17	8,197	30	99
193	Housing Mortgage Corp., Pittsburgh	369,783,039	346,390,000	185		12,915	102	29
194	Globe Mortgage Co., Hackensack, N.J.	367,439,901	289,107,068	199	+ 5	8,360	37	80
195	U.S. Bancorp Mortgage Co., Portland, Ore.	367,318,299	.....			17,408	102	115
196	Eberhardt Co., Minneapolis	366,350,404	310,321,159	191		5,872	70	52
197	Oklahoma Mortgage Co., Inc., Oklahoma City	364,398,672	327,519,551	189		13,942	75	105
198	Moore Mortgage Co., Denver	362,075,678	258,167,594	211	+13	7,003	89	93
199	Mager Mortgage Co., Tulsa, Okla.	361,517,000	255,343,783	218	+19	12,000	50	0
200	Lowell, Smith & Evers, Inc., Garden City, N.Y.	361,000,000	372,000,000	169		15,000	31	92

(a)—Excluding loans owned by mortgage companies. (b)—Formerly Winters National Mortgage Corp., Piqua, Ohio. (c) —Formerly Heritage Mortgage Finance, Co., Haddonfield, N.J. (d)—Changed location from Panorama City, Calif. to Woodland Hills, Calif. (e)—Formerly First Atlantic Corp.,Charlotte, N.C. N.A.—Not available.

The Top 300 Mortgage Companies

Based on Volume of Permanent Mortgages Serviced on June 30, 1983 (a)

Compiled by American Banker Copyright 1983

Rank 6/30/83	Name of Firm & Headquarters City	Dollar Volume of Mortgages Serviced 6/30/83	Dollar Volume of Mortgages Serviced 6/30/82	Rank 6/30/82	Gain in Rank	No. of Mortgages Serviced 6/30/83	No. of Investors 6/30/83 Excluding GNMA Pools	No. of Investors 6/30/83 GNMA Pools
201	Doan-Western Inc., Denver	360,000,000	400,000,000	162		700	3	0
202	James B. Nutter & Co., Kansas City, Mo.	359,000,000	333,000,000	187		13,833	71	49
203	Sheahan Financial Co., Clayton, Mo.	357,324,558	302,894,000	194		14,824	87	44
204	Sunbank Mortgage Co., Orlando, Fla.	349,517,295	261,772,378	208	+ 4	9,962	56	10
205	Investors, Inc., Lubbock, Texas	347,455,768	177,280,707	262	+57	9,241	63	73
206	Adams/Cates Co., Atlanta	344,682,686	365,142,421	173		1,159	12	0
207	Merchants Mortgage Corp., Indianapolis	340,000,907	308,836,491	192		7,211	66	14
208	Bell Investment Co., Burlington, Iowa	340,000,000	360,000,000	175		1,000	3	0
209	Directors Mortgage Loan Corp., Riverside, Calif.	335,390,454	188,016,269	254	+45	5,800	7	79
210	Third National Mortgage Co., Nashville, Tenn.	333,920,393	276,118,998	205		6,776	71	38
211	First California Mortgage Co., Larkspur	326,000,000	-----	...		4,600	27	63
212	Laurance Eustis Mortgage Corp., New Orleans	324,369,000	230,513,106	228	+16	5,213	26	52
213	August Kohn & Co., Inc., Columbia, S.C.	321,165,855	285,692,477	200		10,105	68	60
214	First Mortgage Corp., West Covina, Calif.	304,130,548	251,026,000	222	+ 8	6,020	9	77
215	Hartger & Willard Mortgage Associates, Inc., Grand Rapids, Mich.	300,000,000	290,620,500	197		1,300	24	12
216	Embanque Capital Corp., Garden City, N.Y.	300,000,000	110,000,000	314	+98	7,500	40	172
217	Home Mortgage Co. of El Paso, Tex.	295,000,000	328,723,316	188		9,900	48	73
218	Jones-Cox Mortgage Corp., Dallas	294,821,591	256,299,634	215		502	12	0
219	Missouri Valley Investment Co., Prairie Village, Kan.	287,000,000	125,000,000	296	+77	7,746	37	16
220	Glenn Justice Mortgage Co., Inc., Dallas	287,000,000	300,551,243	195		8,186	66	0
221	First Commercial Mortgage Co., Little Rock, Ark. (b)	284,000,000	251,629,212	221		8,406	63	83
222	Grootemaat Corp., Milwaukee, Wis.	283,620,046	256,397,953	214		9,926	60	70
223	Beverly Hills Securities Co., Los Angeles	280,521,812	211,288,976	233	+10	5,845	18	68
224	South Coast Mortgage Co., San Antonio, Tex.	280,374,893	283,175,245	201		13,449	110	49
225	Alaska Pacific Mortgage Co., Anchorage	279,956,000	-----	...		3,004	30	0
226	Pine State Securities Corp., Tucker, Ga.	278,375,667	164,986,009	270	+44	7,387	58	49
227	Mid-States Mortgage Corp., Southfield, Mich.	275,859,471	289,551,000	198		8,932	67	21
228	Jackson Co., Birmingham, Ala.	270,662,973	232,272,740	227		4,850	24	12
229	Kirk Mortgage Co., Philadelphia	268,758,000	258,565,581	210		15,272	30	26
230	Calumet Securities Corp., Schererville, Ind.	267,164,148	236,500,000	225		11,833	47	4
231	Thomas D. Wood & Co., Miami	260,131,817	218,501,068	230		224	12	0
232	Guardian Mortgage Co., Inc., Grand Blanc, Mich.	260,000,000	238,000,000	224		7,400	65	51
233	Mountain States Financial Corp., Albuquerque, N.M.	260,000,000	255,667,000	217		14,786	30	87
234	Colorado National Mortgage Co., Denver	259,945,361	258,105,196	212		5,087	117	4
235	R & G Mortgage Corp., Hato Rey, P.R.	259,643,255	206,483,013	240	+ 5	7,346	26	118
236	Dickson, Logan, Todd & Barber, Inc., Raleigh, N.C.	257,000,000	-----	...		356	10	0
237	Mercury Mortgage Co., Inc., Tulsa, Okla.	254,583,000	208,552,578	238	+ 1	9,105	30	97
238	Southern National Mortgage Co., Charlotte, N.C.	251,000,000	100,361,728	321	+83	6,100	33	100
239	Rotan Mosle Mortgage Co., Houston	250,000,000	200,500,000	246	+ 7	200	10	0
240	Stanwell Mortgage, Concord, Calif.	249,328,665	210,000,000	235		5,350	55	9
241	United Michigan Mortgage Co., Flint	248,513,993	254,156,594	219		10,715	24	0
242	Bank South Mortgage Corp., Atlanta	243,000,000	207,131,716	239		6,562	55	63
243	Mission Hills Mortgage Corp., Tustin, Calif.	238,000,000	-----	...		3,240	5	55
244	Fidelity Investment Co., Wichita, Kan.	237,500,631	214,886,568	231		8,531	40	62
245	John Burnham & Co., San Diego, Calif.	234,700,000	234,461,301	226		899	12	0
246	St. Joseph Mortgage Co., South Bend, Ind.	232,000,000	N.A.	...		5,000	81	23
247	Megapolitan Mortgage Co., Denver	230,000,000	229,098,748	229		3,200	120	0
248	Bankers' Funding Corp., Newport Beach, Calif.	225,392,135	195,000,000	250	+ 2	4,468	21	0
249	BMFC, Inc., Boston	223,020,147	167,510,831	268	+19	45	7	13
250	Spokane Mortgage Co., Wash.	222,076,000	194,122,699	251	+ 1	6,265	24	87
251	Wortman & Mann, Inc., Jackson, Miss.	219,097,444	199,786,841	248		8,045	28	55
252	First Deed Corporation, Walnut Creek, Calif.	218,000,000	-----	...		3,779	10	0
253	York Associates, Inc., Washington, D.C.	211,532,000	-----	...		N.A.	0	45
254	Cowger & Miller Mortgage Co., Inc., Louisville, Ky.	210,500,000	170,910,815	267	+13	6,800	32	55
255	Arlington Mortgage Co., Inc., Falls Church, Va.	210,429,149	205,633,761	241		8,194	73	2
256	Dwyer-Curlett & Co., Los Angeles	210,400,000	205,321,000	243		1,947	16	0
257	Inland Mortgage Co., Inc., Indianapolis	210,242,488	116,283,378	307	+50	6,310	54	42
258	Lincoln Financial Corp., Clearwater, Fla.	210,000,000	-----	...		8,073	16	64
259	Columbia Mortgage Co., Portland, Ore.	210,000,000	180,200,000	259		4,000	40	3
260	Hancock Mortgage Corp., Gulfport, Miss.	209,094,530	191,654,248	252		5,592	47	53
261	American National Mortgage Co., Inc., Fort Worth, Tex.	209,000,000	173,591,265	265	+ 4	5,547	55	46
262	Valley Mortgage Corp., Salt Lake City, Utah	207,840,734	201,353,000	244		3,894	51	0
263	Republic National Mortgage Corporation of Texas, Dallas	207,000,000	200,268,159	247		2,295	8	0
264	Kelly Mortgage & Investment Co., Flint, Mich.	205,853,708	210,000,000	237		7,762	25	0
265	First Financial Corp., Waco, Tex.	204,138,211	153,214,367	276	+11	14,101	0	470
266	Westar Mortgage, Santa Rosa, Calif. (c)	201,537,000	190,253,000	253		4,266	21	0
267	Fullerton Mortgage & Escrow Co., Calif.	198,000,000	180,000,000	260		4,545	26	50
268	Towle Real Estate Co., Minneapolis	196,972,333	184,776,274	257		676	24	0
269	GECC Financial Corp., Honolulu	195,952,135	182,640,906	258		2,543	43	0
270	Security Savings Mortgage Corp., North Canton, Ohio	195,874,267	-----	...		8,792	100	40
271	Capital Mortgage Corp., Farmington Hills, Mich.	195,258,235	205,460,744	242		9,308	39	56
272	AmBank Mortgage Co., Baton Rouge, La.	194,216,000	186,069,631	256		5,381	21	20
273	Pool Mortgage Co., Chickasha, Okla.	191,384,000	135,600,277	291	+18	6,063	63	43
274	Hawkeye Bancorp Mortgage Co., Des Moines, Iowa	190,778,618	-----	...		6,915	16	35
275	Alta Mortgage Co., Concord, Calif.	182,000,000	147,264,028	282	+ 7	3,327	14	24
276	Dobson & Johnson, Inc., Nashville, Tenn.	181,000,000	180,000,000	261		4,235	20	19
277	Beneficial Standard Mortgage Co., Los Angeles	179,864,000	159,975,000	274		1,124	9	0
278	First Fidelity Mortgage Corp., Atlanta	177,000,000	N.A.	...		28	4	0
279	Holliday Mortgage Corp., Tulsa, Okla.	175,000,000	98,450,387	324	+45	157	18	0
280	Firstbank Mortgage Corp., Manchester, N.H.	171,000,000	138,853,000	287	+ 7	4,600	50	0
281	Pioneer Mortgage Corp., Shreveport, La.	170,204,000	158,748,146	275		6,900	28	49
282	First City Mortgage Co., Dallas	170,000,000	162,330,000	271		2,500	55	0
283	Turner Corporation of Oklahoma, Inc., Tulsa	168,618,783	146,000,000	283		5,108	52	34
284	Inter-City Mortgage Corp., Washington, D.C.	162,083,936	162,038,454	272		3,443	4	2
285	Carey Winston Co., Bethesda, Md.	161,613,097	151,449,950	277		3,298	36	30
286	Boulevard Mortgage Co., Philadelphia	161,446,793	147,351,153	281		7,227	36	44
287	North Pacific Mortgage Co., Seattle	160,000,000	161,250,000	273		36	3	0
288	Colonial Mortgage Corp., Landover, Md. (d)	157,000,000	172,052,280	266		5,293	33	7
289	Harry Mortgage Co., Oklahoma City, Okla.	153,426,393	124,613,000	298	+ 9	5,211	48	0
290	Tracy Mortgage Co., Salt Lake City, Utah	153,330,943	140,118,547	286		3,988	28	23
291	Federated Financial Mortgage Corp., Atlanta	153,000,000	210,000,000	236		3,748	29	1
292	Lindsey & Co., Inc., Sacramento, Calif.	151,334,449	140,469,798	285		1,979	14	1
293	Leedy Mortgage Co., Inc., Birmingham, Ala.	150,555,311	136,511,000	290		8,999	62	3
294	Flynn Investment Co., Harlingen, Tex.	146,633,210	137,082,428	288		6,164	59	0
295	Singleton Mortgage Corp., Memphis (e)	143,000,000	120,000,000	305	+10	4,600	27	1
296	Justice Mortgage Co., Inc., Dallas	140,000,000	116,780,613	306	+10	3,931	21	11
297	A.E. Landvoigt, Fairfax, Va.	137,606,547	130,000,000	293		2,383	16	46
298	Marsh Associates, Inc., Charlotte, N.C.	137,276,747	123,255,516	300	+ 2	5,020	20	85
299	North American Mortgage Corp., St. Petersburg, Fla.	136,341,798	-----	...		3,701	16	0
300	Central Mortgage Bancshares, Inc., Springfield, Mo.	135,414,054	123,000,000	302	+ 2	5,810	34	41

(a)—Excluding loans owned by mortgage companies. (b)—Formerly First National Mortgage Co. (c)—Formerly Independent Bankers Mortgage Corp. (d)—Changed location from Washington D.C. to Landover, Md. (e)—Formerly Percy Galbreath & Son, Inc. N.A.—Not available.

Required Reading

Continued from page 14

tant will be the willingness of the nations of the developing world to face up to the urgent task of widening their sources of funding through judicious amounts of essentially equity capital in the form of direct foreign investments.

I know that it is fashionable to recall that our own nation's industrial development in the second half of the 19th century was financed in part through an enormous inflow of external debt. But that was long term and at fixed rates.

Clearly, it is unrealistic to think that we can return to those conditions any time soon. But it is equally unrealistic to think that we can long continue the funding practices of the 1970s.

In conclusion, let me summarize the prospects as I see them, both for our own domestic economy and for the resumption of progress in the developing world.

On the home front, we clearly have much going for us. In fact, it is possible to argue that we could be one the threshold of a dramatic new period of noninflationary growth. But one challenge remains: namely, credible progress in getting our federal deficits under control.

In the developing world, we can point to similar good news during the past year. The IMF programs by and large are working. But, as I have suggested, much work lies ahead.

Progress Born of Cooperation

Given the progress, born of cooperation, that we have seen in the past 12 months, I am confident that we can once again return to more traditional patterns of economic expansion. But it will not just happen.

Quite the contrary, it will require a rejection of protectionism, a toning down of nationalism, and new ways of thinking on the part of our international agencies as well as governments in both the developed and developing world alike. ■

Mortgage Cos. . . .

Continued from page 6

• Five new companies appeared in the top 100. Two of them, the 11th ranked First Interstate Mortgage Co., Pasadena, Calif., and 69th ranked RIHT Mortgage Corp., Charlotte, N.C., were commercial bank spinoffs. And a third, the 12th place Goldome Realty Credit Corp., Buffalo, was formed by a saving's bank.

• The company which advanced the most places in the survey was Embanque Capital Corp., Garden City, N.Y., moving up 98 slots to place 216. Servicing at Embanque rocketed 172% to $300 million.

Jumping 83 places was Southern National Mortgage Co., Charlotte, N.C., to rank 238th, after servicing rose 150% to $251 million. Advancing 77 places were Missouri Valley Investment Co., Prairie Village, Kan., to come in at 219th and Troy & Nichols Inc., Monroe, La., which placed 40th. Servicing for these two companies rose at impressive rates of 130% and 229%, respectively.

With the exception of Embanque Capital Corp., all of these companies reported acquiring additional servicing. ■

Addition

On Friday, Talman Home Mortgage Corp., Chicago, reported to the American Banker that the volume of its mortgages serviced for others totaled $5.183 billion on June 30.

If Talman had reported its data on time, it would have ranked 10th in the American Banker listing of the Top 300 Mortgage Companies, which begins on page 26 of this edition.

Talman Home Mortgage is a subsidiary of Talman Federal Savings and Loan Association, Chicago. It was established in 1981 and at midyear was servicing 147,300 loans for 112 investors and 431 Government National Mortgage Association pools. ■

Bank Loses President To Brokerage Firm

ST. LOUIS — James Oates, president of MetroBancholding Corp. here, will resign next month to join a Boston brokerage firm.

On Nov. 1, Mr. Oates will take over as president and chief operating officer of Burgess & Leith Inc. At about the same time, Metro is to be acquired by Boatmen's Bancshares of St. Louis.

Mr. Oates said he foresees a "fairly short-term possibility" of succeeding Al Moore, 63, as the brokerage firm's chief executive.

Burgess & Leith has 22 offices, all in New England. It is 51% owned by Phoenix Mutual Life Insurance Co.; officers and directors own the rest of the stock."

Mr. Oates, 37, said he thought that, in an era of deregulation, banking experience would serve him well in the brokerage business. He also said he expects to impose a more formal organizational structure at the firm, which he said is now "a loose confederation of brokers."

Mr. Oates has been with the Metro bank group for six years and helped form the holding company in 1980. He also played a key role in arranging the sale to Boatmen's.

Metro owns three banks in the St. Louis area and has assets of about $440 million. ■

Klima Is President of First Natl. Pennsylvania

ERIE, Pa. — Lawrence F. Klima, executive vice president in the investment division of First National Bank of Pennsylvania, has become president of the bank, succeeding Joseph A. Petrucelli.

Mr. Klima joined First National in 1969 as assistant vice president in the investment division. He had previously been an account executive at Merrill Lynch, Pierce, Fenner, & Smith Inc. He became vice president of the First in 1972 and senior vice president in 1974. He has been a member of the board of directors of the First Pennsylvania Corp. since 1976. ■

Dawson to Acquire Stock

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of Dawson Corporation, Lexington, Neb., to acquire 73% of the voting shares of the Mitch Corporation, Mitchell, Neb., proposed parent of First National Bank in Mitchell, Mitchell.

National Thrift Unit Names Carroll to Post

HARRISBURG, Pa. — James F. Carroll Jr., executive director and secretary of the Savings Banks Association of Pennsylvania since it was founded in 1978, will join the new National Council of Savings Institutions, Washington, D.C., as of Dec. 1.

Mr. Carroll, 36, will be vice president for corporate development and state relationships, handling liaisons between the council and state leagues and savings bank associations.

The council, to be formed officially Nov. 1 through the combination of the National Association of Mutual Savings Banks and the National Savings and Loan League, will be headed by M. Todd Cooke, chairman and chief executive of Philadelphia Saving Fund Society. It will have 600 thrift members with assets of $300 billion.

No successor to Mr. Carroll has yet been named. ■

Creditwatch . . .

Continued from page 2

improve, the Chicago bank historically has shown low profit margins.

In the third quarter, Harris earned $6.3 million, compared with $10.9 million in the third quarter of 1982.

Senior debt of Harris, which is the third largest banking company in Illinois, is rated AA+ by Standard & Poor's. Its commercial paper has a A1+ rating.

Bank of Montreal senior debt carries a AA grade, and its commercial paper is rated A1+. ■

To Our Readers

The American Banker would appreciate your comments on the "The Top 300 Mortgage Companies" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

____ (A) Very Useful ____ (B) Quite Useful

____ (C) Somewhat Useful ____ (D) Not Useful

1b. Would you explain your response to Question 1a?

2. What do you think is **best** about this tabulation?

3. What do you **like least** about this tabulation?

4. How would you **change** this tabulation to make it more useful?

5. Who else in your company, by title, would find this tabulation useful?

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Random Thoughts

By SANFORD ROSE

Nearly every analyst's favorite turnaround candidate is now Wells Fargo. After wallowing in the profit doldrums for a couple of years, Wells seems headed for a strong comeback. Indeed, return on assets, which dropped from 68 basis points in 1979 to 52 basis points in 1981, improved to 57 basis points last year and averaged 60 basis points for the first two quarters of this year.

Yet, if nothing untoward happens, the real improvement will surface in 1984 and 1985. One key reason: the character of projected asset-liability runoffs. A few years ago, Wells attempted to close its negative funding gap by buying a lot of intermediate-term funds. Although this money was purchased at rates below those on short-term liabilities, the overall cost was still rather steep, tending to depress earnings.

Now, Wells faces the happy prospect of simultaneously retiring mortgages and consumer loans made five to 10 years ago and liabilities acquired two to three years ago. So the liabilities that will be running off in the next few years will be those acquired at much higher rates

➳ Random Thoughts: Page 4

BofA Top Commercial Bank In Servicing of Mortgages

By L. MICHAEL CACACE

NEW YORK — Bank of America NT&SA, San Francisco, the nation's largest commercial bank in deposits and assets, is now the largest commercial bank in mortgages serviced for others,

US Should Stay in Market, Page 3

with a portfolio of $2.21 billion on June 30. That was up 37% from from a year earlier, when it ranked second.

This is one of the findings of the American Banker's annual survey, being published today, of the top 100 commercial banks in mortgage servicing. In Monday's edition, the American Banker listed the top 300 mortgage companies in the field.

Bank of America replaces First Interstate Bank of California, Los Angeles, as the top bank in the mortgage servicing field. The bank's mortgage servicing division, known as First Interstate Mortgage Co., became a mortgage company subsidiary of First Interstate Bancorp., the bank's parent holding company, in August 1982. First Interstate Mortgage ranked 11th among the top mortgage companies this year, with $4.9 billion in servicing.

There were several other significant changes that affected the rankings of the top 100 banks in the field in the year ending June 30.

➳ Mortgages: Page 47

Republic Begins to Rebuild 'Brand New' Midland Bank

By JOHN P. FORDE

MIDLAND, Tex. — Customers entering RepublicBank First National Midland on Monday saw little change from the bank that was closed by regulators late Friday evening.

"We're making a new name for ourselves," proclaimed a sign outside the bank. All the signs that had previously read First National Bank of Midland had been covered with temporary replacements bearing the RepublicBank Corp. logo.

But aside from stationery and signs, the inside of the bank was the same. The same employees who worked there Friday showed up Monday, and First National's coffee bar, one of the old bank's best-known services, was still stocked with breakfast pastries.

First National Bank of Midland, whose failure was largely attributed to bad energy loans, was the second largest commercial bank, in terms of assets, to close in the country.

Over the weekend, RepublicBank Corp., a Dallas holding company, paid $51.1 million for the failed bank and

1983 US Bank Failures, Page 46

agreed to inject $37 million more in capital into the institution. The new $637 million-asset RepublicBank First National Midland is now the third largest of Republic's banks and its second in the city.

An informal survey of customers leaving the bank Monday morning showed that most were supportive of the new bank but were wary of further changes in the institution.

There were exceptions, however. One man said he was "distressed" that the bank was no longer independent, adding that he would remove his money from the bank and "find somewhere else closer to home to put it."

"Its just a matter of acceptance," said Bill Parker on the idea of a holding company taking over First National. "West Texas is still west Texas, with a certain amount of cultural dislike for outsiders."

The lack of physical change, combined with repeated assurances that the old First National programs would also not change, were the opening shots in RepublicBank Corp.'s campaign here to convince the city that its "No. 1 corporate citizen" will continue many of

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INSIDE

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No Crowding Out
FNMA does not crowd out the private sector in its mortgage activities and, in fact, does a better job than it is credited with, says its chairman: REQUIRED READING.....6

Mortgage Banking Fall Review

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Cash Management Annual

Robert M. Garsson tells how the microcomputer has become the key word in cash management, on page.....31

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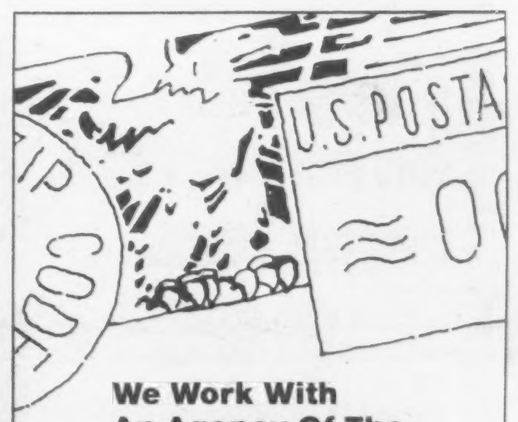

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Cover 1, p.30, 46-48.

Top 100 Commerical Banks In Servicing of Permanent Mortgages(a)

Servicing Rank 6/30/83		Mtgs. Serviced for Investors (b) Total Dollar Volume 6/30/83	No. of Mortgages 6/30/83	No. of Investors 6/30/83 (Excluding GNMA Pools)	GNMA Pools	Servicing Rank 6/30/82	Gain in Rank	Total Mtges. Serviced (c) in Dollars 6/30/83	Mges. Owned By Bank in Dollars 6/30/83
1	Bank of America NT & SA, San Francisco	2,210,000,000	52,714	227	47	2	+ 1	16,646,000,000	14,436,000,000
2	Hibernia Bank, San Francisco	1,168,596,011	27,246	46	164	4	+ 2	1,397,147,798	228,551,787
3	Union National Bank of Little Rock, Ark	974,000,000	42,765	250	222	3		1,084,000,000	110,000,000
4	Security Pacific National Bank, Los Angeles	732,469,077	20,909	97	44	5	+ 1	5,010,527,321	4,300,391,764
5	National Bank of Alaska, Anchorage	686,402,249	8,479	72	2	6	+ 1	752,433,775	66,031,526
6	First National Bank, Anchorage, Alas	665,132,567	9,531	23	0	9	+ 3	725,838,114	40,120,417
7	Citizens Fidelity B & T Co., Louisville, Ky. (d)	630,000,000	16,000	72	93	12	+ 5	717,000,000	87,000,000
8	Bank of Hawaii, Honolulu	614,120,554	13,837	94	11	7		940,506,528	306,870,971
9	Union Planters National Bank, Memphis, Tenn	604,465,035	19,247	140	119	14	+ 5	561,445,542	43,019,493
10	First Tennessee Bank NA, Memphis	576,959,701	15,376	53	107	11	+ 1	635,582,757	58,623,056
11	Continental Bank, Phoenix, Ariz	540,123,075	12,737	45	26	10		598,821,841	58,698,766
12	Continental Illinois National B & T Co., Chicago	458,994,889	9,364	50	84	13	+ 1	1,415,977,094	956,982,205
13	Equibank, Pittsburgh	366,518,870	11,995	128	1	51	+38	564,500,665	215,019,401
14	California First Bank, San Francisco	347,048,130	7,212	66	34	15		1,043,591,556	696,543,426
15	National State Bank, Elizabeth, N.J	339,819,212	11,013	44	140	19	+ 4	517,155,111	178,391,901
16	First Hawaiian Bank, Honolulu	331,910,258	7,109	107	0	16		905,068,039	573,157,781
17	First Interstate Bank of Washington NA, Seattle	330,657,385	9,535	70	117	23	+ 6	891,480,537	560,823,152
18	Old Stone Bank, Providence, R.I	322,306,641	8,385	10	0	27	+ 9	662,687,146	340,380,505
19	RepublicBank Lubbock, Tex	300,975,020	8,486	89	76	22	+ 3	323,001,593	22,026,573
20	First Interstate Bank of Oregon NA, Portland	299,825,388	9,669	58	86	20		1,170,938,323	871,044,977
21	Century Bank, Phoenix, Ariz	291,778,170	8,389	22	1	17		326,508,877	34,730,707
22	Idaho First National Bank, Boise	289,277,315	9,945	92	53	21		554,917,361	265,640,046
23	First National Bank, St. Paul, Minn	278,730,652	6,247	82	85	24	+ 1	387,671,214	113,220,489
24	South Carolina National Bank, Columbia	269,029,000	6,582	80	53	28	+ 4	361,031,000	83,102,000
25	Fleet National Bank, Providence, R.I	256,034,938	8,504	12	0	33	+ 8	417,411,330	161,376,392
26	Central Bank, Oakland, Calif	241,001,000	6,882	77	19	26		405,048,000	164,047,000
27	Commerce Union Bank, Nashville, Tenn	231,326,580	4,687	78	5	54	+27	270,957,897	39,631,317
28	Alaska Statebank, Anchorage	230,181,922	2,789	17	0	34	+ 6	271,179,086	24,802,414
29	Western Bank, Sioux Falls, S.D	222,267,009	6,288	37	0	31	+ 2	249,435,954	27,168,946
30	Marine Midland Bank NA, Buffalo, N.Y	217,555,995	781	65	0	29		1,201,050,549	983,496,554
31	Manufacturers National Bank, Detroit	214,200,000	5,307	44	0	48	+17	1,066,300,000	852,100,000
32	Comerica Bank-Detroit	203,647,701	5,311	11	0	72	+40	786,980,389	583,332,688
33	First Interstate Bank of Alaska, Anchorage(i)	196,542,226	1,965	46	0	46	+13	227,320,821	30,778,595
34	Banco Popular de Puerto Rico, San Juan	190,724,900	15,937	132	1	36	+ 2	441,508,800	250,783,900
35	Georgia Railroad Bank & Trust Co., Augusta	190,372,077	8,468	48	62	30		210,447,487	20,075,410
36	First National Bank, Louisville, Ky	187,996,669	4,190	57	1	38	+ 2	313,010,654	125,033,983
37	United States National Bank, Portland, Ore	184,856,345	4,277	44	6	35		746,895,058	562,038,713
38	Lloyds Bank of California, Los Angeles	184,372,898	3,065	18	5	...		428,967,932	244,595,034
39	Simmons First National Bank, Pine Bluff, Ark	183,013,853	3,617	144	76	61	+22	232,734,933	49,703,080
40	Commercial Security Bank, Ogden, Utah	177,423,092	6,005	36	24	37		240,912,766	59,288,233
41	Michigan National Bank, Lansing	173,383,824	9,040	110	0	47	+ 6	389,590,824	216,207,000
42	Fidelity National Bank, Baton Rouge, La	173,111,000	6,077	54	5	52	+10	218,532,000	45,421,000
43	First National Bank, Cincinnati	171,514,575	4,108	33	39	39		322,595,867	151,081,292
44	Alaska National Bank of the North, Fairbanks	171,484,596	2,356	33	0	43		209,572,269	31,086,927
45	United Bank Alaska, Anchorage	169,625,577	1,793	0	0	58	+13	199,599,560	29,973,983
46	Equitable Bank NA, Baltimore	164,319,302	3,770	38	0	80	+34	637,863,226	473,643,924
47	First Interstate Bank of Hawaii, Honolulu (e)	149,743,177	3,727	41	0	42		258,880,986	109,137,809
48	Landmark First National Bank, Fort Lauderdale, Fla	149,564,966	8,240	60	3	41		221,696,293	75,015,586
49	Nevada National Bank, Reno	148,730,000	2,441	44	0	53	+ 4	246,630,000	97,900,000
50	Connecticut National Bank, Hartford (f)	147,200,000	2,659	76	0	55	+ 5	541,300,000	394,100,000
51	Central Bank of Denver	140,136,268	4,871	59	0	45		174,774,018	33,771,325
52	Connecticut Bank & Trust Co. NA, Hartford (g)	139,645,994	2,980	70	0	69	+17	575,809,205	433,708,211
53	First Wyoming Bank NA-Cheyenne	138,369,468	3,284	43	1	57	+ 4	147,007,942	8,638,474
54	Lincoln First Bank NA, Rochester, N.Y	135,417,564	3,831	20	0	56	+ 2	653,675,451	518,257,887
55	Seattle Trust & Savings Bank, Wash	133,361,100	4,631	28	6	79	+24	197,200,200	2,286,000
56	First Interstate Bank of Arizona NA, Phoenix	125,897,990	858	53	20	44		685,633,756	559,735,765
57	First Wisconsin National Bank, Milwaukee	124,052,185	3,960	150	5	68	+11	319,329,532	303,332,575
58	North American Bank & Trust Co., Waterbury, Conn	122,362,404	3,361	7	8	...		143,138,779	20,776,348
59	Valley Fidelity Bank & Trust Co., Knoxville, Tenn	121,662,298	4,854	33	45	60	+ 1	138,012,255	15,691,898
60	Exchange National Bank, Colorado Springs, Colo	120,103,690	3,689	52	15	50		125,963,517	5,859,827
61	Fremont Bank, Calif	118,796,249	2,353	14	0	65	+ 4	178,456,545	59,660,296
62	First Interstate Bank of Casper NA, Wyo	118,633,287	3,123	36	1	66	+ 4	144,611,053	25,977,766
63	American National Bank & Trust Co., Kalamazoo, Mich	110,012,059	2,427	31	0	59		171,952,461	61,940,402
64	Fourth National Bank & Trust Co., Witchita, Kan	110,000,000	2,143	58	0	64		166,000,000	56,000,000
65	People Bank & Trust, Anchorage, Alas	108,969,842	1,329	14	0	71	+ 6	119,108,716	7,429,985
66	Louisiana National Bank, Baton Rouge	107,707,120	2,151	31	0	78	+12	170,904,317	63,197,197
67	Branch Banking & Trust Co., Wilson, N.C	104,849,118	2,256	33	2	83	+16	143,377,896	38,528,778
68	Michigan National Bank, Detroit	101,000,000	5,165	36	0	82	+14	436,000,000	317,000,000
69	First National Bank of Maryland, Baltimore	100,430,498	2,096	30	2	86	+17	329,437,874	229,007,376
70	Wyoming National Bank, Casper	95,022,135	1,961	16	0	77	+ 7	112,000,000	17,000,000
71	Colonial Bank, Waterbury, Conn	95,000,000	2,000	0	0	93	+22	475,000,000	360,000,000
72	Albuquerque National Bank, N.M	94,754,532	4,924	17	14	67		214,329,825	119,575,293
73	American Security Bank NA, Washington, D.C	94,654,304	2,307	28	3	63		289,325,620	194,671,316
74	First National State Bank of New Jersey, Newark	92,500,000	1,764	15	0	...		160,000,000	67,500,000
75	Citizens Commercial & Savings Bank, Flint, Mich	91,639,908	5,300	18	15	76	+ 1	368,812,161	298,348,796
76	Hawaii National Bank, Honolulu	90,921,193	2,807	0	0	70		128,955,463	38,034,270
77	Union Bank, Los Angeles	90,000,000	2,700	24	0	73		600,000,000	510,000,000
78	Security Bank NA, Billings, Mont	85,093,830	2,522	51	2	85	+ 7	126,787,149	40,863,318
79	Union Trust Co., Stamford, Conn	79,472,120	2,121	53	0	62		428,589,304	349,117,184
80	Central National Bank, Cleveland	78,714,563	4,081	49	0	88	+ 8	274,970,151	193,393,841
81	Broadway National Bank, San Antonio, Tex	73,750,000	2,671	34	28	81		109,250,000	35,500,000
82	Norwest Bank Des Moines NA, Iowa (h)	70,809,822	1,691	37	0	99	+17	177,910,608	107,100,787
83	First Bank of South Dakota NA, Sioux Falls	68,751,000	2,265	44	0	84	+ 1	152,028,000	83,277,000
84	First Interstate Bank of Nevada NA, Reno	60,998,740	3,050	28	6	87	+ 3	395,425,858	334,327,118
85	Alameda First National Bank, Calif	60,406,413	1,257	3	0	90	+ 5	81,653,516	24,953,589
86	Idaho Bank & Trust Co., Pocatello	59,099,621	1,990	30	0	92	+ 6	124,169,037	65,069,416
87	Central Pacific Bank, Honolulu	55,750,000	870	13	0	113	+26	186,985,000	132,235,000
88	First Pennsylvania Bank NA, Philadelphia	55,653,607	1,777	86	0	94	+ 6	425,430,008	369,466,572
89	First National Bank, Omaha, Neb	54,120,000	2,004	26	3	100	+11	103,620,000	49,500,000
90	Pacific Western Bank, Milwaukie, Ore	53,203,000	1,252	32	0	101	+11	158,768,750	105,565,750
91	Old National Bank, Evansville, Ind	50,545,315	2,111	66	1	91		132,507,696	81,962,380
92	Maryland National Bank, Baltimore	50,211,343	1,420	17	2	111	+19	460,543,628	410,300,428
93	Bank of Contra Costa, Walnut Creek, Cal	48,372,237	1,175	8	0	...		58,430,307	10,058,070
94	National Bank of Commerce & Savings Assn., Lincoln, Neb	45,770,284	1,146	0	0	103	+ 9	77,783,019	32,012,735
95	Capital Bank & Trust Co., Baton Rouge, La	44,064,235	1,022	0	0	110	+15	61,540,320	15,376,112
96	First National Bank, Albuquerque, N.M	44,005,911	1,564	9	0	102	+ 6	108,208,933	64,203,022
97	Central Trust Co. NA, Cincinnati	40,831,094	2,209	25	0	109	+12	229,757,265	189,926,171
98	Kanawha Valley Bank NA, Charleston, W. Va	40,269,407	1,752	17	0	105	+ 7	84,019,074	41,866,613
99	Manufacturers Hanover Trust Co., New York	40,210,791	174	21	0	104	+ 5	1,042,697,480	1,002,486,689
100	First Interstate Bank of Englewood, Colo	38,953,000	1,126	18	0	108	+ 8	62,165,000	23,212,000

(a)—Data for individual banks exclude subsidiary mortgage companies which have their own legal identity. (b)—Excludes mortgages serviced by the bank for all accounts of its trust department. (c)—All permanent mortgages serviced by the bank for itself, for all accounts of its trust department, and for others. (d)—Servicing by Citizens Fidelity Mortgage Co., a division of the bank. (e)—Formerly American Security Bank. (f)—Formerly Hartford National Bank & Trust Co. (g)—Formerly Connecticut Bank & Trust Co. (h)—Formerly Iowa-Des Moines National Bank.

Northern Trust Acquires Hickey, Discount Broker

By JOHN MORRIS

CHICAGO — Banks have strengthened their grip on the discount brokerage industry with Northern Trust Corp.'s acquisition of Jerome Hickey Associates Inc. here.

The parent of Chicago's fourth largest bank, Northern Trust Co., said Monday it had agreed to buy the Hickey brokerage firm for an undisclosed sum.

Hickey will become a subsidiary of the bank holding company, and will operate as an independent unit.

Jerome Hickey Associates is one of the larger Chicago-based discount brokers, with "just under 10,000 accounts," said its president, Jerome Hickey. He declined to give any other figures "for competitive reasons."

Northern Trust will thus become the first Chicago bank holding company to enter the discount brokerage business by purchasing an already-established firm rather than forming a new subsidiary or entering a licensing agreement. It was attracted to Hickey because both the bank and the brokerage were chasing the same type of clientele in the same areas.

Said Mr. Hickey, who started his firm in 1979: "We have promoted ourselves through selective direct mailing campaigns to the upscale customer; the business executive, and professional type. We were promoting ourselves to the same clientele, it seems, as Northern Trust."

Among other attractions for Northern Trust was Hickey's branch in Scottsdale, Ariz., where the bank has a large trust office. In addition, Hickey was thinking of expanding into Florida — where Northern Trust has extensive operations.

Neither Northern Trust nor Mr. Hickey have yet decided what presence the discount broker will have in the bank, but it will not include order-taking, Mr. Hickey said.

"We have a very professional order-entry desk in our office, and it does not make sense to introduce one or two more steps into the process," he said. The Northern Trust customer, then, will probably have to place his discount stock order by telephone.

1983 Failures

1. The Madison County Bank, Fredericktown, Mo. Closed on Jan. 21, 1983. Deposits of $6.9 million. Assumed by Madison Exchange Bank, Fredericktown, a newly-chartered bank.

2. Drydock Savings Bank, New York, N.Y. Merged on Feb. 9, 1983, with FDIC assistance of $32 million, into the Dollar Savings Bank of New York, N.Y. Drydock Savings Bank had assets of approximately $2.5 billion.

3. State Bank of Barnum, Barnum, Minn. Closed on Feb. 9, 1983. Deposits of $13 million. Payoff.

4. United American Bank, Knoxville, Tenn. Closed on Feb. 14, 1983. Deposits of $794 million. Assumed by First Tennessee Bank, Knoxville.

5. American State Bank, Bradley, Ill. Closed on Feb. 12, 1983. Deposits of $12.2 million. Assumed by Midwest Trust and Savings Bank of Bradley, Bradley, a newly-chartered state nonmember bank.

6. The Merchants & Farmers State Bank, Blythe, Calif. Closed on Feb. 18, 1983. Deposits of $5.5 million. Assumed by Credit Bank, Blythe, a newly-chartered state bank.

7. American City Bank, Los Angeles,

➤ 1983 Failures: Page 47

Chase . . .

Continued from page 2

dividend requirements on floating-rate preferred stock issued in the second quarter of 1982.

It also reflects the issuance of common shares related to a dividend reinvestment plan and through conversion of convertible capital notes and subordinated debentures.

At Sept. 30, there were 34.5 million outstanding shares of common stock, compared with 33.7 million at the same time last year.

Chase attributed the quarterly decline to a lower level of nonfee-based income and increased other operating expenses.

On a taxable-equivalent basis, net interest income — the difference between interest income and interest income — rose to $606 million from $577 million in the third quarter of 1982.

The gain was attributed to an improved net interest margin, which is defined as net interest income as a percentage of average earnings assets and which is used as to gauge the profitability of a bank's lending and funding activities.

Chase's net interest margin expanded to 3.63% from 3.38% last year.

Other operating expenses — which include such items as salaries, employee benefits, and equipment rentals — totaled $515 million in the third quarter, up from $463 million in the previous quarter.

Other operating income — which comprises fees, foreign exchange trading income, trading account profits, and other items — totaled $203.6 million. This was up from $200.1 million in the 1982 quarter.

The provision for possible credit losses declined to $70 million in the third quarter from $75 million last year. It was up for the nine-month period, though, from $185 million to $210 million.

Net chargeoffs totaled $64 million in the quarter, down from $68 million last year. For the year to date, net chargeoffs were $193 million, compared with $177 million last year.

The nine-month chargeoffs include $28 million related to the portfolio of loans acquired from the failed Penn Square Bank NA of Oklahoma City.

Nonperforming loans — generally those on which a bank is receiving little or no interest — continued to have a negative impact on Chase's earnings but less so than in the third quarter of 1982.

At Sept. 30, nonperforming loans totaled $1.9 billion, compared with $1.2 billion at the same time last year. The negative impact on earnings this quarter was $13 million after taxes, compared with $22 million last year.

Quarterly net income was reduced by $6 million related to nonperforming loans to borrowers in Brazil and Venezuela. At Sept. 30, $42 million in Brazilian loans and $107 million in Venezuelan loans were classified as nonperforming.

In addition, Chase said $224 million in Mexican loans and $135 million in Argentine loans were classified as nonperforming.

Profitability declined at Chase in the third quarter. On an annualized basis, the corporation earned 54 cents for every $100 of average assets and $13 for every $100 of stockholders' equity. This compared with respective asset and equity returns of 62 cents and $16.20 in last year's third quarter.

In computing the profitability ratios, Chase excluded the special loss related to Drysdale.

Primary capital as a percentage of total assets — a gauge of capital adequacy — was 5.06%, up from 4.75% at the same time last year.

At Sept. 30, assets totaled $77.1 billion and deposits $55.2 billion. ■

Bank of Boston Earnings Off 7.6%

By BART FRAUST

NEW YORK — Earnings at Bank of Boston Corp. declined 7.6% in the third quarter.

Net income totaled $32.8 million, compared with $35.5 million in the third quarter of 1982.

Earnings also were down on a per-share basis, to $1.79 from $1.95 last year.

However, net income was up 17.5% for the nine months, to $101.1 million from $86 million last year.

On a per-share basis, Bank of Boston earned $5.54 in the nine months, compared with $4.56 in the corresponding period last year.

Bank of Boston is the nation's 18th largest banking company.

During the quarter, it agreed to acquire Colonial Bancorp Inc. of Waterbury, Conn.

However, its purchase of Casco-Northern Corp. of Portland, Me., was cast into doubt when Maine's attorney general ruled that the transaction would be illegal under that state's law. Subsequently, Maine's banking commissioner agreed to hear arguments from Bank of Boston on why the merger was legal.

Rise in Operating Expenses

William L. Brown, chairman of Bank of Boston, said increases in operating expenses were responsible for the quarterly decline in earnings.

He added that the gain for the nine months was fueled by higher net interest income and other operating revenues.

Net interest income, on a taxable-equivalent basis, totaled $169.6 million in the quarter, compared with $161.3 million a year ago. Net interest income is the difference between interest income and interest expense.

Other operating income was up 5% in the quarter and 19% for the nine months, to $65 million and $191 million, respectively.

Bank of Boston attributed the rise to gains in investment portfolio transactions, service charges, and trust and agency fees.

The acquisition of Stockton, Whatley, Davin & Co., a Jacksonville, Fla., mortgage banking firm, contributed about $5 million in service fees.

The acquisition — and the higher employee and general business costs entailed — also was a major factor in a 12% quarterly rise in other operating expenses.

Trading account profits and commissions declined to $3.6 million from $7.8 million last year.

The provision for credit losses was $13.5 million, up from $12 million in the 1982 third quarter.

Net credit losses totaled $12.4 million, compared with $9.6 million last year.

Nonperforming Loans Rise

Nonperforming loans and leases — generally those on which the bank is receiving little or no interest — were up in the quarter. They totaled $312 million at Sept. 30, compared with $260 million at the same time last year.

However, nonperforming loans were down at the end of the third quarter from levels at the end of the second quarter, mainly reflecting the return on Nigerian loans to accrual status.

Profitability was down for the quarter. On an annualized basis, Bank of Boston earned 70 cents for every $100 of average assets and $13.70 for every $100 of average equity. This compared with respective returns of 81 cents and $16.70 in the third quarter of 1982.

At Sept. 30, assets totaled $18.7 billion and deposits $12.1 billion. ■

Webb Bancshares

KANSAS CITY — The Federal Reserve Bank of Kansas City has approved the application of Webb Bancshares Inc., Highland, Kan., to become a bank holding company by acquiring 100% of the voting shares of the Farmers State Bank of Highland, Highland. ■

To Our Readers

American Banker would appreciate your comments on the "Top 100 Commercial Banks in Mortgage Servicing" statistical tables in today's issue. Please answer the following questions and return the questionnaire to L. Michael Cacace, American Banker, One State Street Plaza, New York, N.Y. 10004.

Title of Table_____ **Date**_____

1a. How useful is this tabulation to you?

_____ (A) Very Useful _____ (B) Quite Useful

_____ (C) Somewhat Useful _____ (D) Not Useful

1b. Would you explain your response to Question 1a?

_____

_____

2. What do you think is **best** about this tabulation?

_____

_____

3. What do you **like least** about this tabulation?

_____

_____

4. How would you **change** this tabulation to make it more useful?

_____

_____

5. Who else in your company, by title, would find this tabulation useful?

_____

_____

Name_____ **Title**_____

Company_____ **Phone**_____

Address_____

Mortgages . . .

Continued from page 1

• Industrial Valley Bank & Trust Co., Philadelphia, the ninth largest commercial bank in servicing last year with $563 million in servicing for others, sold its mortgage servicing operations to Philadelphia Saving Fund Society on Dec. 15.

• First Security Corp., Salt Lake City, a multibank holding company, consolidated its mortgage servicing operations into its mortgage company subsidiary — First Security Realty Services, Logan, Utah — in June. Three of the corporation's commercial bank subsidiaries that ranked among the top 100 banks in the field last year transferred their servicing to the mortgage company.

These banks are: First Security Bank of Utah NA, Ogden, which ranked 18th last year with $328 million in servicing; First Security Bank of Idaho NA, Boise, which ranked 74th with $89.7 million in servicing at midyear 1982; and First Security State Bank, Salt Lake City, which ranked 97th with $55 million in servicing a year ago.

• Banco de Ponce, P.R., which ranked 25th with $263 million in servicing on June 30, 1982, sold off its servicing portfolio to an unidentified buyer; and F&M Marquette National Bank, Minneapolis, sold off its $141 million portfolio to Citicorp Homeowners Services Inc., St. Louis, in August 1982. F&M Marquette ranked 49th in last year's tabulation.

• Alaska Pacific Bank, Anchorage, which ranked 32d with $192 million in servicing for others on June 30, 1982, transferred its mortgage operations to a newly formed subsidiary this year. The new company, Alaska Pacific Mortgage Co., ranked 225th in the nation with $280 million in servicing at midyear.

• First National Bank, Minneapolis, which ranked 40th with $160 million in servicing last year, transferred its portfolio to FBS Mortgage Corp., Minneapolis, in November 1982. Both the bank and the mortgage company are subsidiaries of First Bank System Inc., a Minneapolis-based multibank holding company.

• This year, four banks surveyed for the first time ranked among the top 100 commercial banks in servicing. They are: 38th-ranked Lloyds Bank of California, Los Angeles; 58th-ranked North American Bank & Trust Co., Waterbury, Conn.; 74th-ranked First National State Bank of New Jersey, Newark; and 93d-ranked Bank of Contra Costa, Walnut Creek, Calif.

Other Survey Findings

Servicing of the top 100 banks, adjusted for the merger and acquisition activity outlined above, was up 17% over the year ended June 30. A year earlier, the top 100 posted a modest 5.5% gain in servicing.

As reported Monday in the American Banker survey of the top 300 mortgage companies, a major reason for the sharp gain was the reduction in interest rates that increased the demand for housing finance. From June 1982 to June 1983, conventional home mortgage rates dropped 304 basis points to 12.36%, and housing starts jumped up 54.2%, from 933 thousand units per year to 1.439 million units per year.

The top 100 banks serviced $22.88 billion for investors at midyear, compared with $24.46 billion for the top 100 banks a year earlier. These figures are not adjusted for merger and acquisition activity.

The top 100 banks owned mortgages totaling $38.58 billion, and their total servicing — servicing for others plus servicing for themselves and their trust department accounts — totaled $61.38 billion.

The largest gains in rank were posted by Comerica Bank-Detroit, up 40 places to 32d, and Equibank, Pittsburgh, up 38 places to 13th. Both banks cited swaps of their mortgages for Federal Home Loan Mortgage Corp. participation certificates (Freddie Mac PCs) or Federal National Mortgage Association-backed securities as reasons for the increase.

Eight of the top 100 banks increased their servicing by almost $500 million, and all eight cited Freddie Mac and FNMA swaps as reasons for their respective servicing gains.

Swaps Boosted Liquidity

As mentioned Monday, these swap agreements allow banks to boost their liquidity by selling low-yielding mortgages to Freddie Mac (or FNMA) and then buying them back in the form of PCs (FNMA-backed securities).

As mentioned above, Bank of America is the top bank in mortgage servicing.

Hibernia Bank, another San Francisco-based bank, is now the second largest commercial bank in mortgages serviced for investors, with $1.17 billion at midyear, up from $786 million a year earlier, when it ranked fourth.

Union National Bank of Little Rock, Ark., remains in third position with $974 million.

Security Pacific National Bank, Los Angeles, was fourth with $732 million, and National Bank of Alaska, Anchorage, was fifth with $686 million.

There were three newcomers to the ranks of the top 10: Citizens Fidelity Bank & Trust Co., Louisville, Ky., whose servicing is done by Citizens Fidelity Mortgage Co., a division of the bank, moved up five places to seventh; Union Planters National Bank, Memphis, also moved up five places to ninth; and First Tennessee Bank NA, Memphis, moved up a notch to 10th place.

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Failures . . .

Continued from page 46

Calif. Closed on Feb. 25, 1983. Deposits of $266.7 million. Assumed by five banks: Central Bank, Oakland; American Asian Bank, San Francisco; Bank of San Pedro, San Pedro; Valley State Bank, Los Angeles; and Bank of Los Angeles, Los Angeles.

8. Newport Harbour National Bank, Newport, Calif. Closed on March 11, 1983. Deposits of $45.1 million. Assumed by Trans American National Bank, Monterey Park, Calif.

9. Pan American National Bank, Union City, N.J. Closed on March 18, 1983. Deposits $33.8 million. Assumed by Hudson United Bank, Union City.

10. Columbia Pacific Bank & Trust Company, Portland, Ore. Closed March 18, 1983. Deposits of $31.5 million. Payoff.

11. Prairie County Bank, Hazen, Ark. Closed on March 25, 1983. Deposits of $12.7 million. Payoff.

12. Bear Creek Valley Bank, Phoenix, Ore. Closed March 25, 1983. Deposits of $11.3 million. Assumed by Valley of the Rogue Bank, Rogue River, Ore.

13. The Ina State Bank, Ina, Ill. Closed April 8, 1983. Deposits of $16.3 million. Assumed by First Bank and Trust Company, Mount Vernon, Ill.

14. Bank of San Marino, San Marino, Calif. Closed April 8, 1983. Deposits of $12.3 million. Assumed by Trans American National Bank, Monterey Park, Calif.

15. Sparta-Sanders State Bank, Sparta, Ky. Closed on April 15, 1983. Deposits of $17.8 million. Payoff.

16. Heritage Bank, Ashland, Ore. Closed April 29, 1983. Deposits of $15 million. Assumed by Valley of the Rogue Bank, Rogue River, Ore.

17. First National Bank of Oak Lawn, Oak Lawn, Ill. Closed April 29, 1983. Deposits of $119.5 million. Assumed by Oak Lawn National Bank, Oak Lawn, a newly-formed bank.

18. Smith County Bank, Carthage, Tenn. Closed May 6, 1983. Deposits of $28.3 million. Assumed by Murfreesboro Bank and Trust Company, Mursfreesboro, Tenn.

19. United Southern Bank of Nashville, Nashville, Tenn. Closed May 27, 1983. Deposits of $100.8 million. Assumed by Union Planters National Bank of Memphis, Memphis, Tenn.

20. City & County Bank of Anderson County, Lake City, Tenn. Closed May 27, 1983. Deposits of $143.5 million. Assumed by Third National Bank in Anderson County, Lake City.

21. City & County Bank of Knox County, Knoxville, Tenn. Closed May 27, 1983. Deposits of $253.5 million. Assumed by Bank of Knoxville, Knoxville.

22. City & County Bank of Roane County, Kingston, Tenn. Closed May 27, 1983. Deposits of $39.6 million. Assumed by Bank of Oak Ridge, Oak Ridge, Tenn.

23. United American Bank in Hamilton County, Chattanooga, Tenn. Closed May 27, 1983. Deposits of $122.6 million. Acquired by Union Planters National Bank of Memphis, Memphis, Tenn.

24. The Commercial Bank of California, Los Angeles, Calif. Closed May 27, 1983. Deposits of $27.2 million. Assumed by First Credit Bank, Blythe, Calif.

25. Community Bank, Hartford, S.D. Closed June 17, 1983. Deposits of $39.5 million. Assumed by Western Bank, Sioux Falls, S.D., a state-chartered bank.

26. Western National Bank of Lovell, Lovell, Wyo. Closed June 30, 1983. Deposits of $19.7 million. Payoff.

27. Mineral Bank of Nevada, Las Vegas, Nev. Closed June 30, 1983. Deposits of $11 million. Payoff.

28. Bank of Niobrara, Niobrara, Neb. Closed July 8, 1983. Deposits of $6.2 million. Assumed by Farmers and Merchants State Bank, Bloomfield, Neb.

29. The First Central Bank of Smithville, Smithville, Tenn. Closed July 8, 1983. Deposits of $18.3 million. Assumed by the City Bank & Trust Company, McMinnville, Tenn.

30. Union National Bank of Chicago, Chicago, Ill. Closed July 8, 1983. Deposits of $23.5 million. Payoff. Deposits transferred to Seaway National Bank, Chicago.

31. First Peoples Bank of Washington

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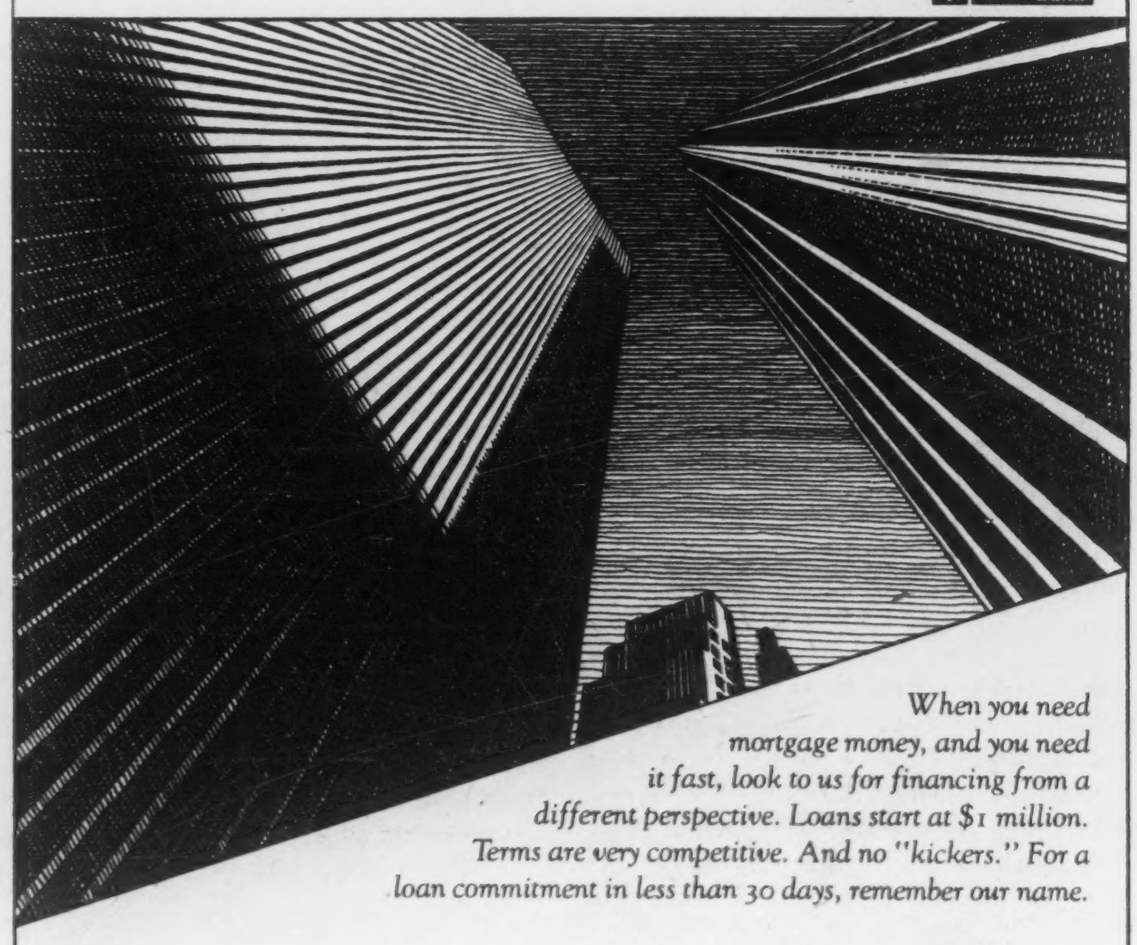

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The Message at Midland: Only the Name Is Changed

Continued from page 1

its old programs as a unit of the $18 billion-asset holding company.

"We are notorious for being good corporate citizens," James D. Berry, chairman of RepublicBank Corp., said at a press conference over the weekend. "We have been criticized for doing too much," he added, "but that does not mean we're going to be an easy touch.

"What we have bought," said Mr. Berry, "is essentially a brand new bank. This is the No. 1 bank charter in Midland, with an unusually strong and loyal base of customers."

The RepublicBank chairman stressed that Thomas Wageman, former chairman and chief executive officer of the failed bank, would remain chairman and chief executive officer of the new bank. When asked what he thought of the new arrangement, Mr. Wageman said, "I love it. I'm here in Midland to stay."

LAST-DITCH EFFORT: During First National's last days, some residents distributed bumper stickers, trying to drum up support for the bank.

Mr. Berry said Mr. Wageman will fit into the RepublicBank Corp. chain of command under Thomas G. Barksdale, a regional chairman and executive vice president. Mr. Barksdale will report to Joseph R. Musolino, vice chairman of the holding company's board of directors, who, in turn, reports to Mr. Berry.

RepublicBank Corp. bankers speaking at the conference, including Mr. Berry and Mr. Wageman, aggressively played down most connections between the bank that closed Friday and the one that opened Monday.

Mr. Wageman was reluctant to discuss the failed First National Bank at the meeting. When asked about First National's final week, he confirmed only that there had been an outflow of funds despite efforts by Midland residents to drum up deposits. He would not give details on how much money was taken out of the bank, however. None of the speakers would comment on possible legal actions arising from the failure of First National.

The bank, where many retirees congregate daily and where some even went to celebrate Christmas, won the loyalty of several residents. During the bank's final days, many pedestrians in downtown Midland sported white stickers proclaiming "I support the First National Bank."

While he admitted that the bank "did get a tremendous outpouring of personal support," Mr. Wageman also said, "You can't be successful without a strong capital base and without customer confidence."

The bank's new owners also attempted to allay fears that the new institution might not continue making energy loans. "Yes, we will be making loans on Monday," said Mr. Berry, adding that the new bank would have a "realistic" approach to making oil-related loans. He pointed out that the oil-producing area under Midland, known as the Permian Basin, accounts for 20% of the hydrocarbon production in the United States and that the energy industry has begun showing signs of a revival.

The only loans among the $632 million in assets were all of First National's consumer installment loans. The Dallas holding company did not acquire about $1.2 billion in commercial loans but has the option of acquiring whichever First National commercial loans meet its credit standards. The Federal Deposit Insurance Corp. will be left with the remainder.

Mr. Berry said RepublicBank will seek to "build and serve the community" and also create an income stream that will help pay for the acquisition.

While observers had predicted that a Texas bank holding company might offer a relatively high price for the Midland bank to foil an out-of-state acquisition, Mr. Berry said the holding company's high bid was purely business.

"We bid high because we wanted to be here," said Mr. Berry. "There is ample opportunity for good, solid loans in the Permian Basin," he said, "and you can't imagine how fortunate you are to be here in the cornerstone, if you know what you're doing."

According to Mr. Berry, 13 other banks bid for First National at meetings with the FDIC last week, including Texas Commerce Bancshares, Mercantile Texas Corp., and several out-of-state bank holding companies.

RepublicBank Corp. has 37 banks. It bought the Texas National Bank of Midland last year and renamed it Republic National Bank Midland. RepublicBank officials said they were unable to give statistics on how large a market share the two banks command in the Midland market. ■

Seafirst Foresees 'Significant' Loss

Special to the American Banker

SEATTLE — Seafirst Corp., parent of Seattle-First National Bank, will report a "significant loss" for the third quarter, chairman Richard P. Cooley said in an interview over the weekend.

But Mr. Cooley said the losses would be "significantly less" than the $158 million the bank holding company lost in the second quarter. The results will be released today or Wednesday, he said.

Mr. Cooley made his remarks to the Seattle Times. His comments were confirmed by a representative at the bank.

Seafirst has lost $291.2 million so far this year, largely from writeoffs on bad energy loans, including $400 million from the failed Penn Square Bank in Oklahoma City. The losses forced Seafirst to seek a partner to provide emergency capital; the company merged with BankAmerica on July 1.

Mr. Cooley suggested that Seafirst could return to profitability next year if the energy business improves, but he noted that "right now, [it] isn't getting any better."

Seafirst has recovered $175 million in deposits from its local consumer and business customers who withdrew money before the merger. But the company will not regain all the $2 billion it lost because it will not try to lure back national money market investors.

Mr. Cooley, who has changed the bank's strategy to concentrate on regional business, said the bank will remain smaller than it was a year ago when assets totaled $10.9 billion. He estimated that assets would be $8.5 billion to $9 billion at the end of the year. ■

Largest Commercial Bank Failures

Here are the largest U.S. commercial bank failures ranked by asset size, according to the Federal Deposit Insurance Corp.

1. Franklin National Bank, New York, N.Y. (National) Closed Oct. 8, 1974. Deposits $1.445 billion. Assets $3.656 billion. Deposit assumption by European American Bank & Trust Co., New York.

2. First National Bank of Midland, Midland, Tex. (National) Closed Oct. 14, 1983. Deposits and other liabilities approximately $620 million. Assets $1.4 billion. Deposit assumption by RepublicBank First National Midland, Midland, Tex.

3. United States National Bank, San Diego, Calif. (National) Closed Oct. 18, 1973. Deposits $932 million. Assets $1.266 billion. Deposit assumption by Crocker National Bank, San Francisco, Calif.

4. United American Bank, Knoxville, Tenn. (Nonmember) Sold to First Tennessee Bank, Knoxville, Feb. 15, 1983. Deposits $794 million. Assets $838 million.

5. Banco Credito y Ahorro Ponceno, Ponce, Puerto Rico. (Nonmember) Closed March 32, 1978. Deposits $608 million. Assets $713 million. Deposit assumption by Banco Popular de Puerto Rico and Banco de Santander-Puerto Rico, both of San Juan, Puerto Rico.

6. Penn Square Bank NA, Oklahoma City, Okla. (National) Closed July 5, 1982. Deposits $470 million. Assets $517 million. Insured deposits assumed by Deposit Insurance National Bank of Oklahoma City.

7. Abilene National Bank, Abilene, Tex. (National) Merged into Mercantile Texas Corp., Dallas, Tex., on Aug. 6, 1982. Deposits $310 million. Assets $446 million.

8. Hamilton National Bank of Chattanooga, Chattanooga, Tenn. (National) Closed Feb. 16, 1976. Deposits $336 million. Assets $412 million. Deposit assumption by First Tennessee National Corp., Chattanooga, Tenn.

9. American City Bank, Los Angeles, Calif. (Nonmember) Closed Feb. 27, 1983. Deposits $253 million. Assets $272 million. Deposit assumption by a consortium of five banks headed by Central Bank, Oakland, Calif.

10. Metropolitan Bank and Trust Co., Tampa, Fla. (State member) Closed Feb. 12, 1982. Deposits $172 million. Assets $261 million. Deposit assumption by Great American Bank of Tampa, Tampa.

11. City and County Bank of Knox County, Knoxville, Tenn. (Nonmember) Closed May 27, 1983. Deposits $227 million. Assets $244 million. Acquired by Bank of Knoxville, a subsidiary of Third National Corp., Nashville, Tenn.

12. The Drovers' National Bank of Chicago, Chicago, Ill. (National) Closed Jan. 29, 1978. Deposits $197 million. Assets $227 million. Deposit assumption by Drovers Banks of Chicago, Chicago.

13. First Peoples Bank of Washington County, Johnson City, Tenn. (Nonmember) Closed July 29, 1983. Deposits $176 million. Assets $176 million. Deposit assumption by First American National Bank-Eastern, Kingsport, Tenn.

14. Banco Economias, San German, Puerto Rico. (Nonmember) Closed Sept. 2, 1977. Deposits $170 million. Assets $190 million. Deposit assumption by Banco Central, Madrid, Spain. ■

Failures . . .

Continued from page 47

County, Johnson City, Tenn. Closed July 29, 1983. Deposits of $176.3 million. Assumed by First American National Bank-Eastern, Kingsport, Tenn.

32. Metro Bank, Midland, Tex. Closed July 29, 1983. Deposits $29.9 million assumed by Mid-Cities National Bank, Midland. A newly-chartered bank.

33. Oregon Mutual Savings Bank, Portland, Ore. Merged on August 5, 1983, with FDIC assistance of $11,850,000, into Moore Financial Group, Inc., Boise, Idaho. Oregon Mutual Savings Bank had assets of $260 million.

34. The First National Bank of Danvers, Danvers, Ill. closed Aug. 5, 1983. Deposits of $11 million. Assumed by First State Bank of Danvers, Danvers, a newly-chartered state bank.

35. First Commerce Bank of Hawkins County, Rogersville, Tenn. closed Aug. 12, 1983. Deposits of $45.5 million. Assumed by Hamilton Bank of Johnston City, Johnston City, Tenn.

36. United Southern Bank of Clarksville, Clarksville, Tenn. Closed Aug. 26, 1983. Deposits $10.5 million. Assumed by First American Bank of Nashville NA, Nashville, Tenn.

37. The Douglass State Bank, Kansas City, Kan. Closed Sept. 3, 1983. Deposits of $26.2 million. Assumed by the Douglass Bank, Kansas City, a subsidiary of Douglass Bancorp Inc., a newly-formed holding company.

38. Warren County Bank, McMinnville, Tenn. Closed Sept. 16, 1983. Deposits of $18.8 million. Assumed by Murfreesboro Bank & Trust Co., Mursfreesboro, Tenn.

39. The Dominion Bank of Denver, Denver, Colo. Closed Sept. 30, 1983. Deposits of $12.7 million. Assumed by Central Bank at Stapleton NA, Denver.

40. National Bank of Odessa, Odessa, Tex. Closed Sept. 30, 1983. Deposits of $81.8 million. Assumed by First State Bank of Odessa NA, a new national bank subsidiary of Independent Bankshares Inc., Abilene, Tex.

41. Auburn Savings Bank, Auburn, N.Y. Merged in Oct. 1, 1983, with FDIC assistance into Syracuse Savings Bank, Syracuse, N.Y. Auburn Savings Bank had assets of approximately $330 million.

42. The Deschutes Bank, Redmond, Ore. Closed Oct. 7, 1983. Deposits of $10 million. Assumed by United States National Bank of Oregon, Portland, Ore.

43. First National Bank of Midland, Midland, Tex. Closed Oct. 14, 1983. Deposits and other liabilities of approximately $620 million. Assumed by RepublicBank First National Midland, Midland, Tex., a newly formed subsidiary of RepublicBank Corp., Dallas.

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Omaha Bank To Have 2-State Card Operation

By RICHARD RINGER

CHICAGO — The First National Bank of Omaha will soon be conducting its credit card business from two states that have no usury restrictions.

The states are Nebraska, where First National began its credit card business years ago and has grown to become the largest credit card issuer in the state, and South Dakota.

First National, which has about 750,000 accounts, got tentative approval last week from the South Dakota Banking Commission to process card accounts from a bank in Yankton, S.D. Final approval could come as early as this week.

The Yankton bank, the $33 million-asset Valley State Bank, is being purchased by First National's parent company, First National of Nebraska Inc.

As of now, First National's plan is to direct any expansion of its Visa and MasterCard business to South Dakota while keeping its existing processing center in Omaha.

First National was initially attracted to South Dakota as a site for its credit card operations because of the state's liberal usury laws. Interest rate ceilings in that state were eliminated several years ago.

In addition, Yankton, just across the South Dakota-Nebraska border, is relatively close to Omaha. Yankton is "a driver and a nine iron" to Omaha, said

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BACK PAGE

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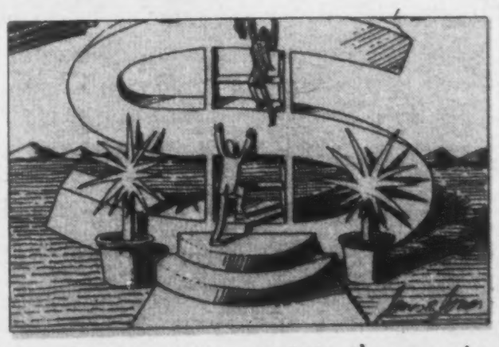
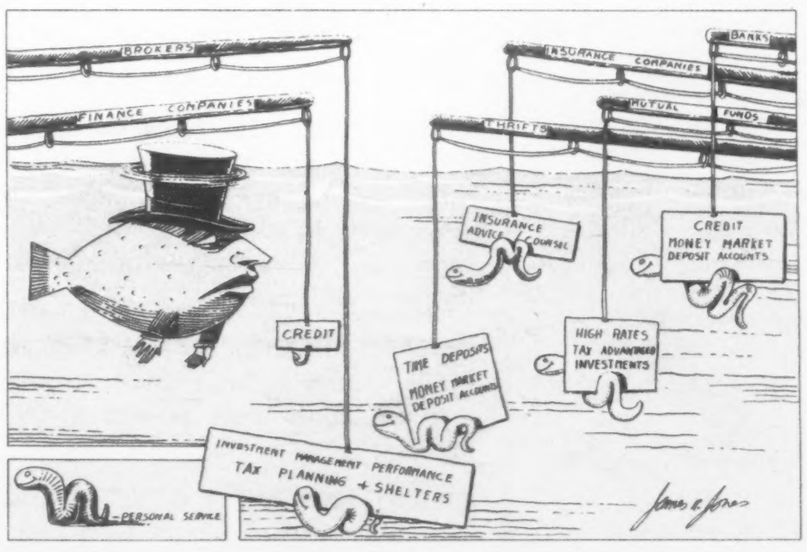
Marketing to The Affluent



This feature section reviews the ways in which different financial services institutions — here and abroad — target their services to the wealthy. See page....13

Competitors of Banks Target the Affluent

American Banker Survey Finds Them Copying Banks' Segmentation Tactics



By LAURA GROSS

Financial institutions outside the banking industry are beginning to employ some of the same sophisticated marketing strategies pioneered by banks to lure retail customers, a new American Banker survey finds.

These strategies are aimed at reaching specific types of consumers and designing special products to meet their needs. Previously, most stock brokerage, insurance, and mutual fund firms used a broad-based approach to the consumer market and did not employ such segmentation tactics.

Propelling them to hone in on what bankers call target markets is heightened competition from banking companies, along with the need to handle some of the same problems bankers have faced: providing more personal service to lower income individuals and still making a profit — especially

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For the Giants, the Third Quarter Was a Real Loser

By BART FRAUST

NEW YORK — For the nation's largest banking companies, the third quarter was not one for the highlight films.

Whether the perspective is that of the top earners or that of the large asset holders, such factors as weak loan demand, loan-quality problems, and poor trading profits made the last quarter a dud.

"If there was one major trend in the quarterly results," said Ronald Mandle, an analyst at Paine Webber Mitchell Hutchins Inc., "it was the lack of asset growth."

Mr. Mandle added that Paine Webber expects commercial loan demand to rebound in 1984, particularly in the second half.

William Weiant, an analyst at First Boston Corp., said the results were basically in line with what he had expected, with the large earnings gains coming from such southeastern regional companies as Barnett Banks Inc. of Jacksonville, Fla., and Wacho Corp. of Winston-Salem, N.C.

Frank Barkocy, who covers regional banking firms for Merrill Lynch, Pierce, Fenner & Smith Inc., is looking for a "firming trend in the fourth quarter that will provide a good foundation for 1984."

Total earnings for the 10 banks reporting the highest net incomes were up just 1.8% over the same period in 1982. This compares with a 50% advance in the second quarter of 1983 versus the second quarter of 1982.

But among the 10 largest banks in terms of assets, earnings declined 1.5% in the third quarter. And for the 15 biggest banks in terms of assets, net income fell a whopping 41.8%.

The largest contributor to that decline was No. 15, InterFirst Corp. of Dallas. The energy lender lost $194 million, for the largest quarterly deficit in banking history.

InterFirst was the only bank among the top 15 to show a loss, but there were some big declines.

Continental Illinois Corp., for example, had a 39.1% drop. Its chairman, Roger E. Anderson, attributed the drop to weak loan volume, the continued

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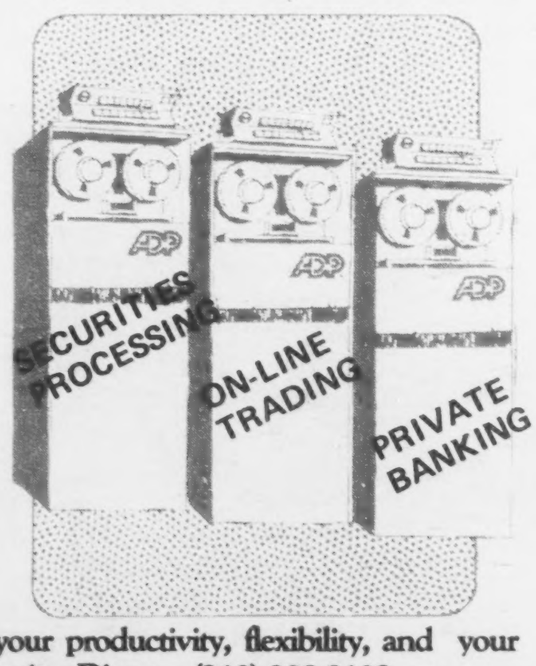

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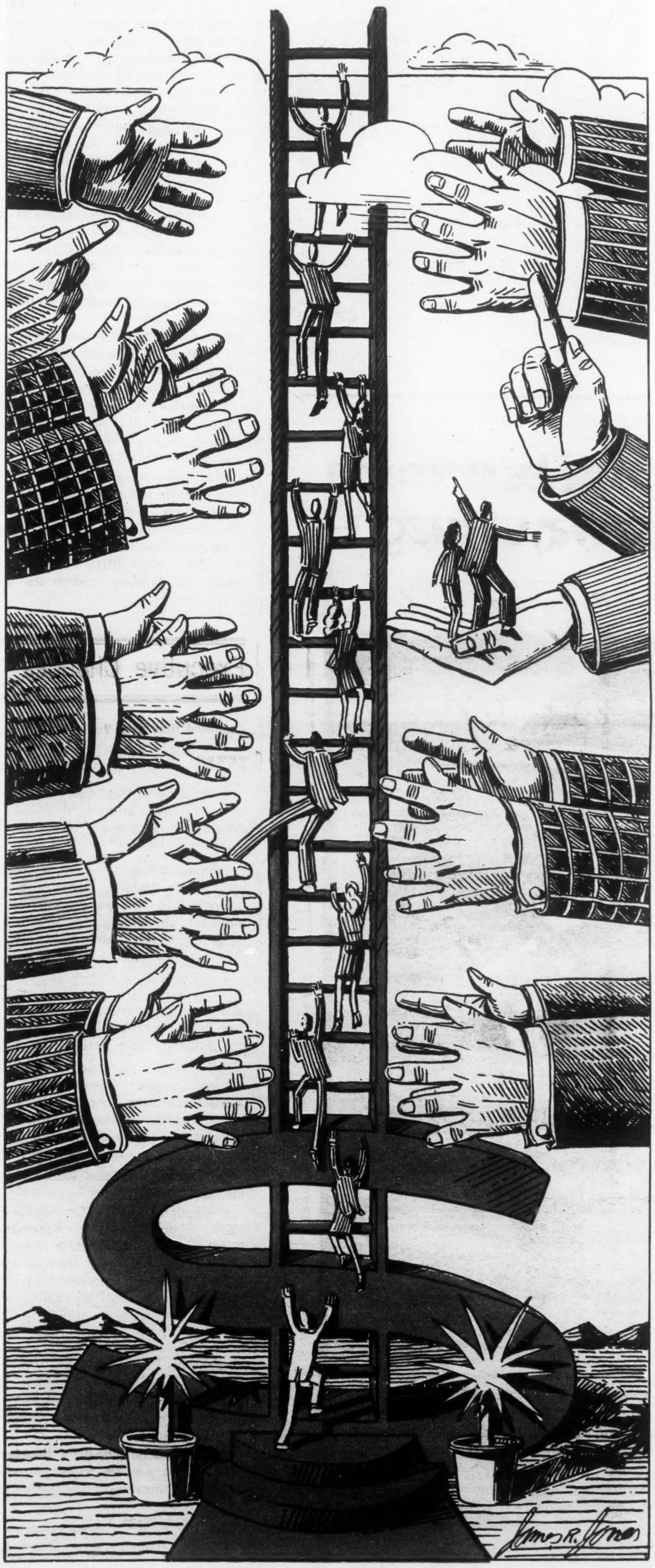
MARKETING TO THE AFFLUENT



A Look At All The Players

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Nonbank Competitors Begin Copying Bank Strategies

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for insurers, and for mutual fund managers, preventing the affluent or preferred customer from waiting on lines, even if that only occurs over the telephone.

Today's progressive insurers and mutual fund managers have begun more closely examining the financial services habits of their customers and, as a result, have come up with financial planning or product expansion strategies they hope will retain preferred customers and lure new ones.

In the case of the stockbrokers, which have long focused on the affluent market, this new bent toward market segmentation has created an emphasis on reaching the less affluent consumer. The brokers' goal in moving downscale is to entice these potentially affluent individuals into full-service securities trading before the banks can cement discount brokerage relationships with them.

These developments have come to light as part of research American Banker has undertaken in publishing today a new survey which attempts, for the first time, to show what the wide array of different financial services intermediaries are doing to reach the affluent.

This year's Marketing to the Affluent Survey expands on two previous examinations American Banker has done of how commercial banks market to the affluent. Today's report stems from research done on the 140 largest providers of financial services in the nation, including the 20 largest banks, stockbrokers, property/casualty insurers, life insurers, mutual fund firms, thrift institutions and finance companies. The survey was also sent to a sample of 20 smaller and 20 medium-sized regional banks to see the extent to which these institutions target the affluent market.

American Banker found that all of the 15 largest banks responding to the survey market separately to the affluent. All 15 offer separate facilities to their affluent target markets and many have in place programs in their branch systems to identify potentially affluent individuals by the size of deposit balances they keep. Once identified, these individuals can be preferentially treated at a branch level until they are ready for the Oriental carpets and Tiffany glass commonly found in private banking facilities for the more affluent.

The 'Sloggy Beasts' Awake

Conversely, only four of the 15 insurers which filled out questionnaires said that they market separately to the affluent, and only seven have special programs that would appeal to affluent individuals. Six other insurers said they have nothing at all in place to deal differentially with that market.

There are some large insurance companies, notably CIGNA Corp's Connecticut General Life Insurance Co., which have always targeted a more affluent customer. But in large part, the majority of the property and casualty and life insurance industries are "where the banks were about 10 years ago in terms of market segmentation expertise and target marketing," confirmed one executive at a large multiline insurance firm.

The insurance industry, slurred by one banker as "a bunch of sloggy beasts," is today struggling mightily against its own traditional complacency in order to move from a purely sales-oriented industry to a marketing-oriented one where the focus is less on selling more of the same product and more on designing programs to fulfill consumer desires.

But in addition to an historic conservativism, insurance companies face two further roadblocks in their quest to offer different kinds of service to different consumers: their distribution system, primarily independent agents, who may make perfectly good insurance salesmen but not-so-perfect investment advisers, and a traditional focus on the middle market, their basic bread and butter, without which they might starve.

Even as recently as last year, the average life insurance policy sold in America was for $42,170 to an average individual with a yearly income of $19,690.

There has been a great deal of talk for many years at insurance industry conventions about trying to provide more personal service and products to the prospect earning, say, $75,000 a year and less to the $25,000-a-year customer, according to Walt Zultowski, assistant vice president, research, for the Life Insurance Marketing and Research Association in Hartford.

But research tells Mr. Zultowski and association members that middle market customers love personal service. They also love the banks, which is why Mr. Zultowski thinks joint ventures between banks and insurance agents or companies make a great deal of sense.

The kinds of programs, such as those offered to banks by ITT Life Insurance Co. and Nationwide Insurance where agents are located in bank lobbies seem a natural fit to Mr. Zultowski. They provide personal contact with consumers but on a more cost-effective basis than the traditional method of selling insurance because the banks provide a captive customer base.

An additional roadblock obstructing the insurance companies which operate through the more than 20,000 independent agents in the country is that the majority have traditionally viewed these agents as their primary market. The cost of a dual-tiered marketing system, first to agents, and then, through them, to the general public is a drain which has many insurers in a constant quandary. Certainly, the growth of direct writers which use direct mail, telephones, and their own agents, is a testimony to the difficulty of operating an insurance business in the traditional manner.

"Insurance companies in the aggregate are not nearly as far along as even identifying the consumer as their market, much less segmenting it into affluent and nonaffluent and thinking like financial services organizations," noted one insurance company executive.

Travelers' Strategy

Because they must titillate the independent agents into selling their products over those of other insurers',

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Almost Half of Largest Financial Firms Want Affluent

Marketing to the Affluent Survey Reports 42% Identify Wealthy Consumers as a Profitable Business

By LAURA GROSS

At least 42% of the nation's 140 largest providers of consumer financial services identify the affluent as a profitable business opportunity.

Each company may go after the business of the wealthy differently, and each may define affluence differently, but they agree on one thing by a margin of more than four to one: The business they do with affluent individuals is significantly more profitable than their other retail business.

These are two of the findings of the Marketing to the Affluent Survey conducted by American Banker to determine how different financial services companies market to the affluent. This is the first time American Banker has undertaken such a survey to determine nonbank strategies in the affluent market.

Included in the survey were the nation's 140 largest banks, property/casualty and life insurance companies, brokerage houses, mutual fund groups, thrift institutions, and finance companies. Questionnaires were sent last August to the 20 largest in each category as well as to a sample of 20 smaller and 20 medium-sized regional banks to determine the extent to which these institutions market to the affluent.

This section was edited by Laura Gross, Associate Editor, who designed and administered the Marketing to the Affluent Survey. Philip Sudo assisted with the research and production of this section. ■

Marketing to the Affluent, a new American Banker survey, looks for the first time at how all of the competitors identify and handle the affluent consumer.

A total of 102 responses were received. Sixty-nine participants filled out questionnaires. The remainder responded by mail or by telephone, eight saying that they market to the affluent but did not fill out questionnaires, five saying that they were planning or considering marketing to the affluent, and 20 saying that they do not market to the affluent.

Seventy-seven companies, or three-fourths of those who responded, said they identify the affluent as a market segment they want to do business with. In this group were 59, or 42%, of the 140 largest providers of financial services in the nation, and 18, or 45%, of the 40 small and medium-sized regionals surveyed.

Additionally, 84% of those responding to a question about the profitability of affluent marketing efforts said the business they do with the affluent is significantly more profitable than their other retail business.

Furthermore, most of the companies that would provide data said their deposits, investments, or insurance premiums from the affluent and their loans to the affluent have increased in the past year.

A small group of businesses said they do not make any special effort to attract the affluent. This group included six of the 40 largest U.S. life and property/casualty insurance companies, six small regional banks, five mutual fund groups, and three finance companies. Their reasons were similar: The affluent are not their primary market, and it would cost too much to build a special product line just for them. Most of these firms said they have a broad middle-market strategy when it comes to consumer business.

An additional three insurers, two mutual fund groups, and three finance companies — not included in the total responses listed above — said they have not chosen the affluent as a target market because they are wholesalers who have never done a consumer business and do not intend to begin now.

These findings lend support to the projections made by the Hudson Institute in its 1982 report, "The Future of the Financial Services Industry," which hypothesized the manner in which financial services delivery systems and products will evolve in this country.

One thesis set forth in the Hudson report is that networking, or the growth of new linkages between different providers of financial services, will be the most important force at work in this industry as it continues to change.

This thesis reinforces Hudson's contention "that you will not see an emergence of only large, one-stop shopping centers for consumers," as J.W. Wheeler, senior economist for Hudson, explained recently. "The U.S. market is so diverse that the room for variety and specialization is incredible."

A majority of the banks, thrifts, brokers, and finance companies who responded (but not insurers and mutual fund managers) said they market separately to affluent consumers. The largest percentage said they most frequently use personal calls as a marketing tool to reach this segment. Almost as many said they use direct mail, in most cases along with personal calls, followed closely by newsletters, upscale magazines, and print media.

More banking companies appear to be using newspapers to reach the affluent this year than indicated in last year's survey. They are advertising products such as cash management-type accounts, however, which by their nature appeal to the affluent. There still appears to be a high level of caution in regard to marketing special facilities to wealthy individuals in media viewed by the general public.

A smaller number of companies mentioned that they use telemarketing — marketing via telephone and radio (primarily classical-format stations) to reach the affluent. Several of the larger competitors in each category — primarily brokers and the large banks that deal only with the affluent — said they use television advertising.

Asked which criteria were the most important in helping to identify affluent consumers, most

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NOTE

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Cover 1, p.13-37, 40.

Nonbank Competitors Begin Copying Bank Strategies

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many of the largest insurers are concentrating on developing planning packages that also provide access to attractive investment options, including annuities and mutual funds. This appears to be the strategy behind the Travelers Corp.'s introduction of a computerized financial planning package for use by independent agents as well as its new cash management type account which was introduced first as a product for the agents to use themselves.

In order to avoid obstacles, and perhaps cut a new road into the future, many insurers today are attempting to capitalize on a traditional strength they have compared to the other financial services firms. This is the fact that, as SRI International pointed out in a report prepared for delivery at a Securities Industry Association sales and marketing meeting a few years ago, 24% of all financial reviews done for the affluent in the U.S. have been done by life insurance agents. SRI went on to note that "that's three to four times the number that have been done by either a bank or a broker."

It is therefore no wonder that most of the seven insurers which described special programs for the affluent in the American Banker survey wrote about financial planning, estate management, or what the insurers call "advanced underwriting" programs.

A majority of these programs are targeted at consumers who already have insurance in force of at least $100,000, although one targets those with $1 million in insurance. The goal is to increase that amount, and in the case of a few of the companies, to cross sell new investment products which have been developed.

One of the respondents to the Marketing to the Affluent Survey has begun a slightly different program compared to other insurers. This company has started a financial counseling center as a pilot project in a large eastern city. For a fee of $1,500 the customer gets six conferences over three or four months with a written report. The program is targeted against those consumers with net worths in excess of $250,000.

Connecticut General is also piloting fee-based financial planning, according to Kay Mazuy Clarke, vice president, marketing and investment products, and formerly a marketer at Shawmut Bank in Boston. She notes that Connecticut General is the only insurer that has, since the 1960s, required its agents to be licensed to sell mutual funds.

Whether the insurance industry or any of its constituents will be successful in these expansionary efforts remains to be seen.

One retired insurance agent, who still remembers the industry's early debacle with mutual funds during the 1960s, complains that "the insurance companies should have had this whole financial services business wrapped up, but they were just too damned nearsighted. They wouldn't spend the money to train people properly, to develop the right kind of mutual fund products, or to pay proper commissions. Then they all got scared and they told us [agents] to tell people, 'If you want to gamble with your money, put it in a mutual fund.' Now, look at them all scurrying around to offer those products."

Fund Managers Fight Back

Of all of the nonbank financial services providers, mutual fund managers perhaps are under attack most intensely at this point in time. Not only has the successful money market deposit account taken a big bite out of money fund assets, on which many mutual fund companies had become highly dependent, but now the proliferation of annuities and all-purpose money management accounts offered by all of the competitors is threatening a larger portion of their business than ever before.

For the first time, the mutual fund groups have to look beyond the money market fund, called by one banker, "the most successful financialproduct in the past 20 years," to find new ways to make money.

"The whole idea of target marketing began about five years ago with the banks," noted one mutual fund executive.

A traditionally product-driven industry, the mutual fund groups really had no need to segment the consumer market, he explained. They just sat back and watched the average balances grow. The average balance in a money market fund account at the end of the first quarter of 1983 was $14,500. The average in tax-exempt bond funds was $21,000.

Today, many mutual fund groups have decided that segmentation based on the size of balances in mutual funds is the best way to go and have started to adopt what can best be called a relationship banking strategy, finding products which are strongly synergistic with those already offered, such as increased electronic and telephone access to mutual fund account information, financial planning and, in a few cases, discount brokerage and lending products.

"If you can offer services which make it more convenient to do business with you, then you can tie them in tight," explained one mutual fund executive. His company, he noted is looking at new ways to provide delivery of account information and ability to transfer between funds via touch-tone phone and computer — which eliminate the need for using customer service representatives.

He admits "we ought to offer special services to the larger account shareholder, like those keeping $250,000 in one of our funds."

Right now, this firm does not provide such services but, along with other mutual fund groups has identified a strong annoyance factor on the part of the larger shareholder who complains that he or she has to wait on the phone for a service representative who might first be dealing with a $5,000 accountholder.

Separate Phone Numbers

A few mutual funds have developed special programs providing personal representatives (like personal bankers, except these operate via telephone) for customers with higher account balances.

One such company, the Calvert

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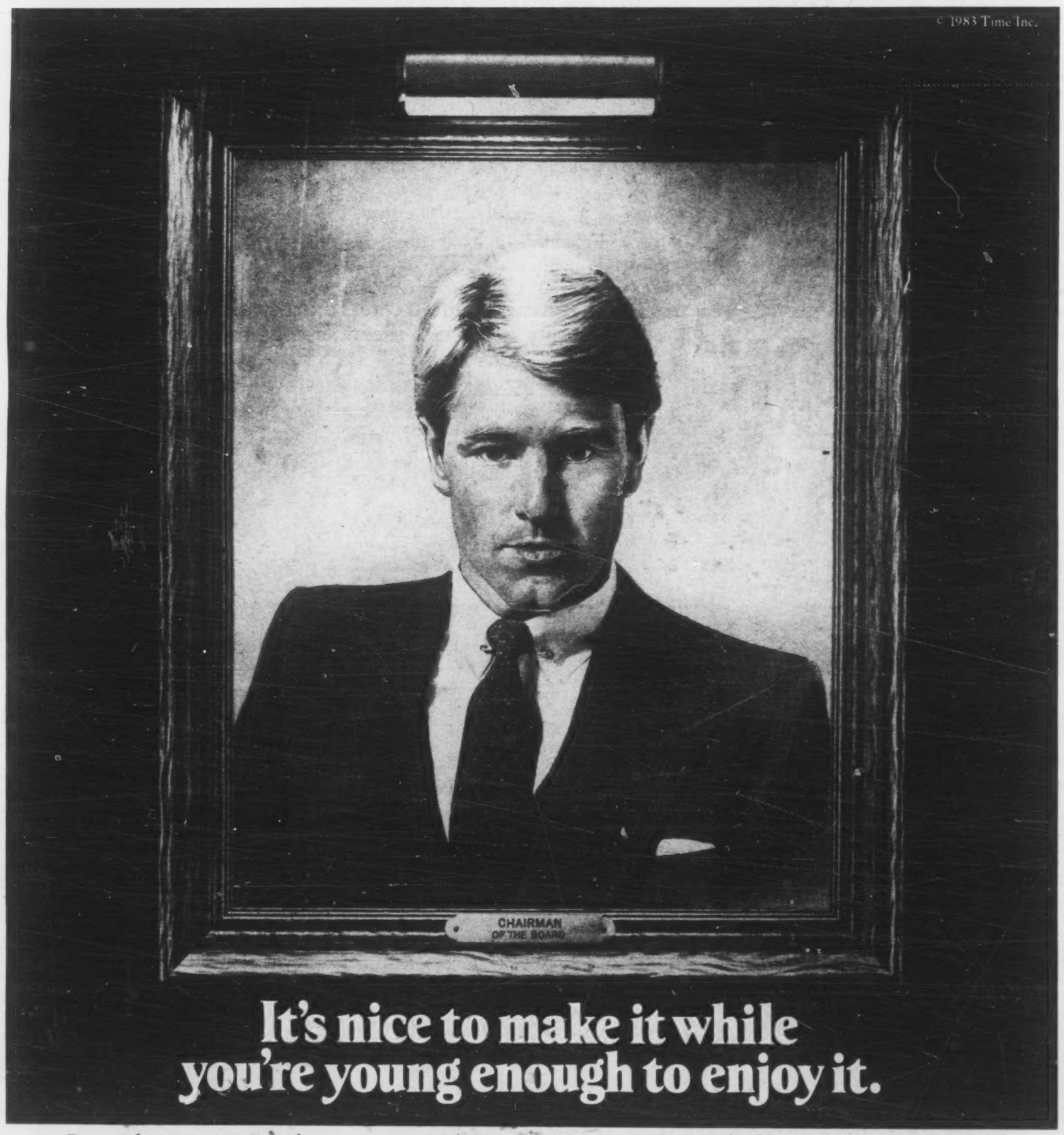

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Almost Half of Financial Firms Target Affluent, Survey Says

Continued from page 15

respondents chose income followed closely by net worth. Also mentioned frequently was deposit balance, and to a lesser extent total relationship, followed by profession, investment portfolio size, and credit needs.

Forty-nine respondents said they use both income and net worth to identify affluent customers. Thirteen, including seven insurers and three finance companies, use income only. Two large banks and one medium-sized regional use net worth only. Two respondents use neither criterion, and one will use either net worth or income. Insurance companies and finance companies tend to use income more as a criteria because a consumer's ability to pay loans and insurance premiums depends on current income flow, not on assets.

Two-thirds of those using income as a criterion define income as household income, and the other third define it as individual income. The individual income criterion is most common among the largest banks, which primarily like to see individual incomes of $100,000 a year or more in an affluent customer. One reason behind this preference for individual income is that seven of the 15 large banks in the survey are located in New York City, where incomes are generally higher than in other areas of the country.

> **"You will not see an emergence of only large one-stop shopping centers for consumers," as J.W. Wheeler, senior economist for Hudson recently explained. The U.S. market is so diverse that the room for variety and specialization is incredible."**

Twenty-one respondents define a minimum yearly income of $50,000 to $60,000 as a measure of affluence. The next most frequent minimum is $100,000, desired by seven of the largest banks, one small regional, one mid-sized regional, three insurers, and two brokers.

Net Worth Levels Vary Greatly

There was less agreement on how much net worth makes for affluence. The minimum levels desired ranged from a low of $20,000 in liquid assets to a high of $1 million or more. Fourteen responses fell into the $200,000 to $300,000 range, and 12 were in the $100,000 to $200,000 range. All of these net worth figures exclude primary real estate.

As with income, the largest banks tended to want the higher minimum levels of net worth. Ten of the 15 largest banks targeted people with net worths in excess of $500,000.

Ten of the 15 large banks which responded use the size of a customer's investment portfolio as an important criterion. Two large banks, along with two brokers and two small banks, use a minimum portfolio size of $100,000. The eight other large banks use higher minimums of $250,000, $300,000, $500,000, and $600,000.

Three of the six brokers who responded said they used annual brokerage commissions as criteria. One set a minimum of $5,000 and the other two, $1,000.

Insurers most frequently chose the amount of insurance in force as their benchmark of affluence because a majority of the programs they offer involve advanced underwriting for consumers with estates or sophisticated insurance needs, frequently indicated by an already large amount of insurance in force. The most frequently men-

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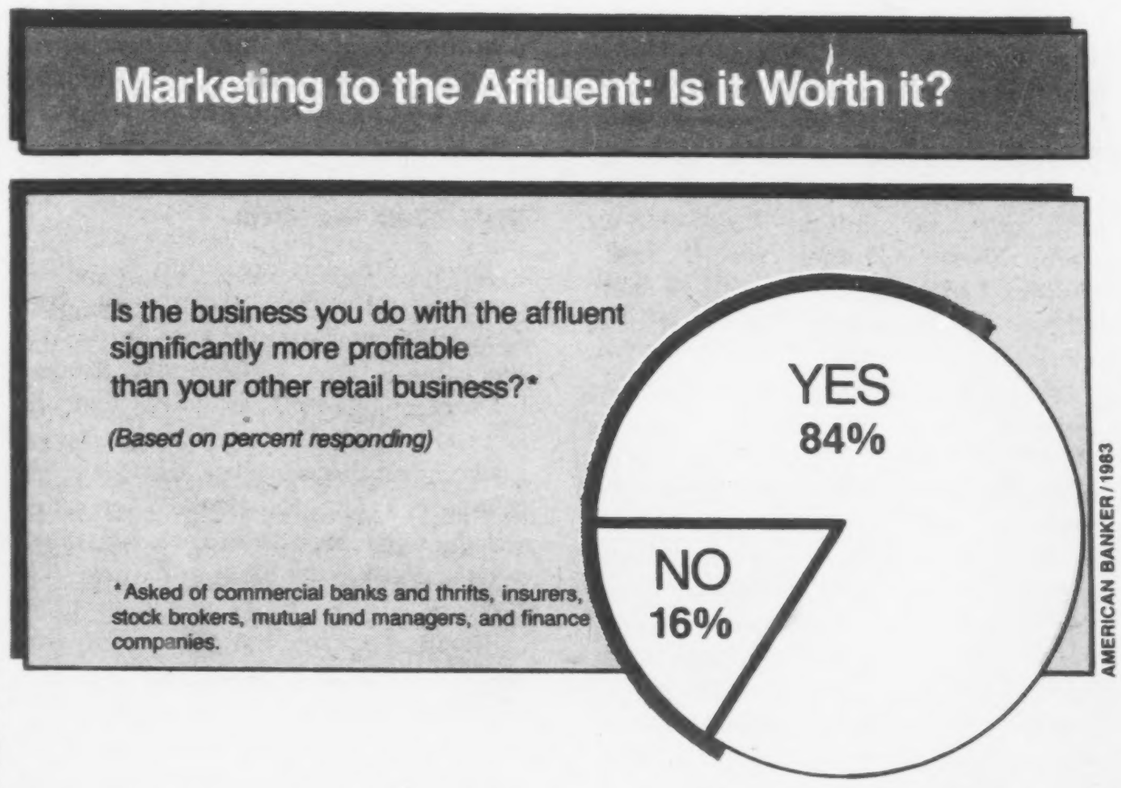
Marketing to the Affluent: Is it Worth it?
Is the business you do with the affluent significantly more profitable than your other retail business?*
(Based on percent responding)
*Asked of commercial banks and thrifts, insurers, stock brokers, mutual fund managers, and finance companies.
YES 84%
NO 16%
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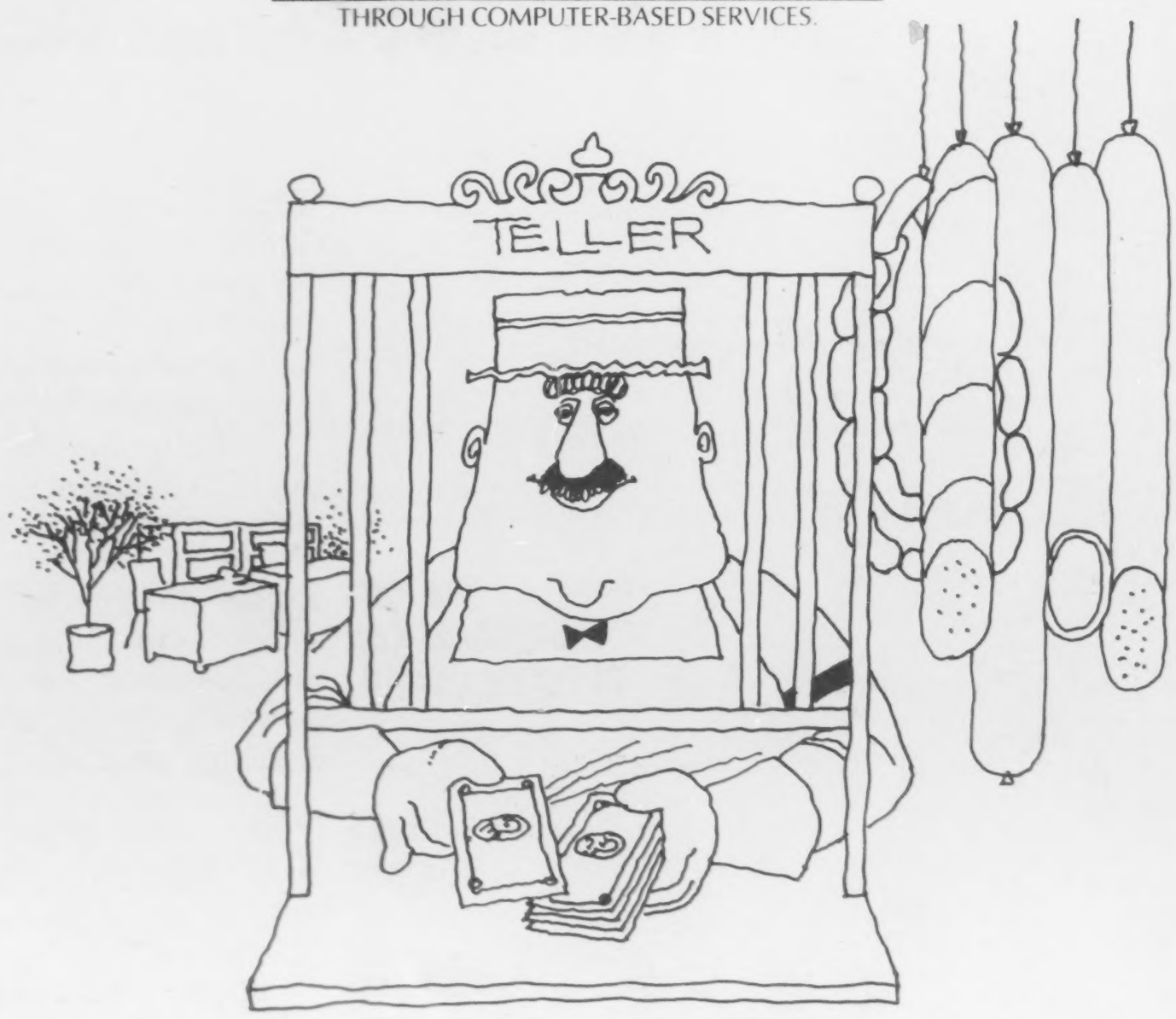

Nonbank Competitors Begin Copying Bank Strategies

Continued from page 16

Group, provides senior account representatives with separate phone numbers for consumers maintaining balances of $50,000 or more in their accounts. In addition to a personal contact who can handle both discount brokerage and mutual fund investments, these customers receive new-product information and 24-hour balance information at the touch of a telephone.

Several funds have gone even further. One of these, Scudder Stevens & Clark's Scudder Fund Distributors division has this year begun offering a service called "Scudder Fund Investment Counsel" to those consumers with Scudder mutual fund portfolios of more than $100,000. The fee for this service is $400 per year and includes a financial review and advice about where to place investments in Scudder's family of 13 funds, based on the consumer's goals and needs.

Two out of the four mutual funds which responded to the Marketing to the Affluent survey also noted that they offer planning services of some kind to consumers with higher account balances and more sophisticated needs.

Additionally, three of the four which responded offer discount brokerage services and two sell money market deposit accounts. Only one was diversified enough at this point to also offer property/casualty and life insurance to fund shareholders, but industry observers note this kind of offering may soon become more common.

Despite the fact that such moves appear to be building toward one-stop-shopping or supermarket-type financial services operations, a majority of mutual fund organizations do not think one-stop shopping will work.

As a Dreyfus executive put it, "We don't want to be a one-stop shop; maybe more stops, but not one-stop."

The Dreyfus Corp., which made such a splash in the financial services world when it announced its purchase of a consumer bank, simply wants to provide "the best products at the lowest possible cost to our shareholders," according to Joseph DiMartino, the firm's president and chief operating officer.

Translate Experience

"The only way we can do that business well is to translate our mutual fund experience into banking. We invested at attractive rates with few charges to our customers. Now we just want to play the flip side of that record when it comes to lending such as auto loans, credit cards, and home equity products," Mr. DiMartino explained.

Another executive at one of Dreyfus' competitors said he thought Dreyfus had made a smart move in buying a bank because it would allow the company to offer products which appeal to consumers at earlier stages in the financial life cycle. He was referring primarily to lending products which historically have been a strong lure for young professionals just starting out in their careers. Then, when they graduate to needing investment products, he suggested, Dreyfus would be uppermost in their minds.

Mr. DiMartino and other Dreyfus executives say that is an interesting idea but not one they had in mind at the time they decided to buy a bank.

Merrill Leads Again

While a "lure them earlier" strategy is not a part of the plans at Dreyfus, it is definitely a part of Merrill Lynch's current thrust. Executives at Merrill are reported by those who have heard them to be fond of saying how important it is to "get the hook in early."

Although Merrill has always been conscious of the need to develop long-term relationships with its affluent customer base, it is only recently that the giant stockbroker has started concentrating on offerings which appeal to the less affluent.

Might Never See Them

This strategy is occurring largely in response to the crumbling barriersbetween banking and brokering, including banks offering discount brokerage as well as joint ventures between banks and full-service brokerage houses such those occurring through Prudential-Bache Securities, which is placing some of its registered representatives in bank and thrift lobbies.

"It used to be that the young professionals would accumulate assets at a bank for four or five years and then come up here when they had some money to invest. With the banks in our business, we might never see those people," one Merrill executive explained.

For that reason, Merrill has taken the revolutionary step of placing customer service representatives — who are salaried registered representatives, not paid on commission — in the front of about 125 of its brokerage offices nationwide. These individuals, primarily women,perform a kind of financial planning analysis for nonactive traders and others who wish to purchase a single product from Merrill and don't need to — or are afraid to — deal with brokers.

Further, they free regular brokers from the onerous tasks of dealing with nonactive traders and transaction-oriented clients.

Many of the products the service representatives have been successfully selling are banking products such as certificates of deposit. Merrill has sold more than $7.5 billion worth of CDs since it began offering them through joint ventures with banks and thrifts last year.

Additionally, these individuals profile the prospective customers as they walk in the door and try to fit the personality of the customer with the personality of the right broker in the office, according to Jim Flynn, vice president and director of public relations for Merrill Lynch.

Like the insurers and some of the mutual fund groups, the nation's largest stockbrokers are also using financial planning as a hook on which they can hang other services to the affluent.

In addition to Prudential-Bache's total financial planning effort which has been well-publicized, E.F. Hutton has an active financial planning effort under way. One section of Hutton's financial planning group is providing

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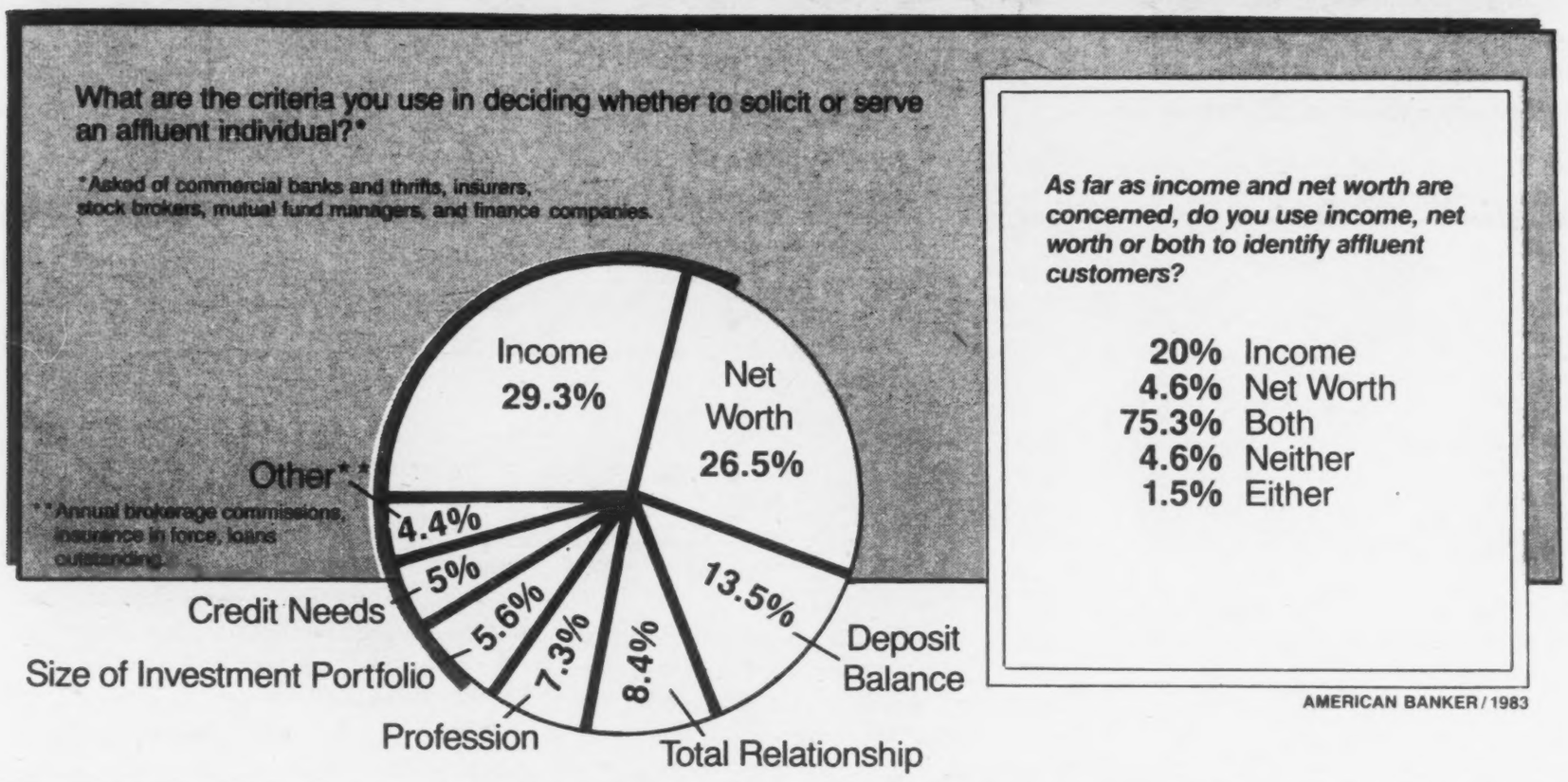
Identifying Affluence: The Criteria


What are the criteria you use in deciding whether to solicit or serve an affluent individual?*
*Asked of commercial banks and thrifts, insurers, stock brokers, mutual fund managers, and finance companies.
Income 29.3%
Net Worth 26.5%
Deposit Balance 13.5%
Total Relationship 8.4%
Profession 7.3%
Size of Investment Portfolio 5.6%
Credit Needs* 5%
Other** 4.4%
**Annual brokerage commissions, insurance in force, loans outstanding.
As far as income and net worth are concerned, do you use income, net worth or both to identify affluent customers?
20% Income
4.6% Net Worth
75.3% Both
4.6% Neither
1.5% Either
AMERICAN BANKER / 1983

Don R. Coots, Vice President, Bank Investment Securities Division, Bank of America, San Francisco, CA

"...THE MBS... ENABLES US TO RESPOND TO MARKET OPPORTUNITIES MORE QUICKLY."

"At Bank of America, we exchanged almost $600 million in low-coupon loans for Fannie Mae's MBS. We used the MBS as collateral for state and local agencies' deposits and Treasury Tax and Loan accounts. The MBS were easier to pledge than whole loans, and they freed our Treasury securities for more profitable uses. In addition, the MBS increased the liquidity of the Bank's portfolio, which enables us to respond to market opportunities more quickly.

"The benefits of flexible collateral and increased liquidity make the MBS an important asset and liability management tool."

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WE'VE MADE SERVICING SIMPLE. Fannie Mae reduced documentation and reporting to cut paperwork down to size. You continue to use your own accounting system. And you report summary pool activity once a month. You also remit to Fannie Mae just once a month, even if you have received interim payoffs.

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FANNIE MAE

THE FANNIE MAE MBS. SIMPLY A RECORD BREAKER.

Results . . .

Continued from page 17

tioned minimum was $100,000, although one has a program for people who already have $1 million in insurance.

Total Relationship Used

Three of the mutual fund groups use total relationship and one uses size of mutual fund account as criteria. One mentioned a relationship total of $25,000 and another, $50,000. The one which uses size of account mentioned $250,000.

Among the banks and thrifts, the most commonly applied measures were total deposit balance, size of checking account, and total relationship.

Three of the seven thrift institutions that responded said they desire total deposit balances of $10,000 in an affluent consumer; two mentioned $40,000 and one, $50,000. Only one thrift uses checking balances as a criteria and set the minimum at $5,000.

By contrast, two of the small regionals use checking balances, one, $5,000. So do eight of the mid-

> Usage of individual income is most common among the largest banks which primarily like to see individual incomes of $100,000 a year or more in an affluent customer.

sized regionals — two of which use $2,500, one $6,000, two $5,000, and one $10,000 — and six of the large banks, four of which use $10,000, one $2,500, and one $3,000.

Forty-five of the 69 respondents said they included certain professions in affluent marketing efforts. The most frequently mentioned were doctors and other medical professionals, lawyers, accountants, and small business owners.

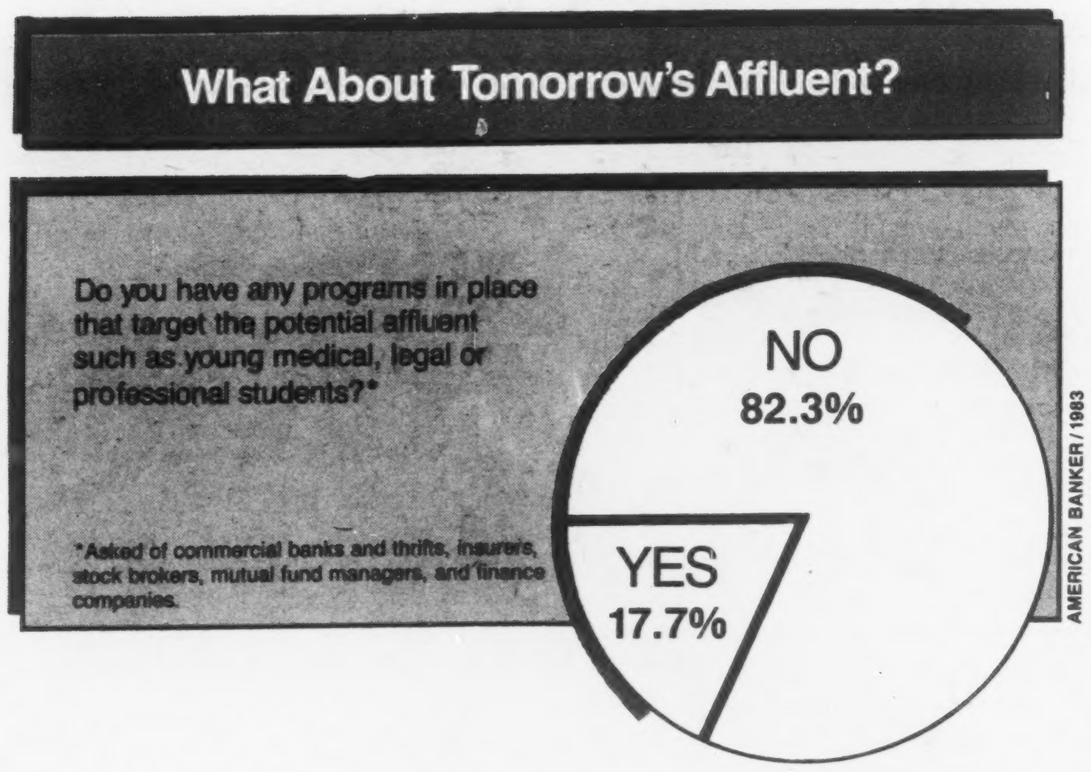
In the case of the legal, medical, and accounting professionals mentioned in the survey, many bankers, brokers, and insurers noted these individuals are often the ones in closest contact with the affluent and therefore in the best position to provide referrals.

Architects, scientists, professional athletes, and entertainers were also mentioned as targets. Twenty-one respondents said they did not target by profession.

Brokers were asked to supply the average interest rate charged to affluent consumers on margin loans as a percent over the broker's call rate. Three responded: One charges 75 points over broker's call, another 50 to 150 points over call, and the third, 100 points over call. Another broker said the amount varied, and a fifth said it depended on the customer's annual commissions.

Of all 69 respondents, only four brokers and 12 large banks said they

»» Largest Firms: Page 21


What About Tomorrow's Affluent?
Do you have any programs in place that target the potential affluent such as young medical, legal or professional students?*
NO
82.3%
YES
17.7%
*Asked of commercial banks and thrifts, insurers, stock brokers, mutual fund managers, and finance companies.
AMERICAN BANKER/1983

Nonbank Competitors Copy Strategies

Continued from page 18

personal financial planning to consumers earning as little as $25,000-$65,0000 a year.

Due to the appeal of the products they offer, brokerage firms have usually only dealt with affluent individuals. There was, therefore, not much need for them to segment the consumer market until this point.

But in addition to Merrill and Hutton, at least one other, Shearson/American Express today is actively interested in pursuing the potential affluent. For that reason, Shearson has made it a point to establish computer software systems which give it the capability to look at all of the business an individual does with the firm at one time.

"This is a necessary first step toward market segmentation. Otherwise, you don't know where you are in order to begin," noted one Shearson executive, who added, "We are willing to go after people who aren't in the market yet but who we hope will be." He said Shearson's market is the "upwardly mobile mass/class market," and added that American Express' card holder lists make excellent prospects.

In general, however, most brokers, as well as most bankers and a majority of each category of company represented in the Marketing to the Affluent survey — a total of 81.7% of those responding to the question — do not have any special programs in place to target the potential affluent, such as young medical, legal or professional students.

This attitude receives a great deal of scorn, even among those who responded that way. One broker, for example, notes that "the oil companies manage to get kids when they're just out of college. They're way ahead of all of us when it comes to marketing to potential affluents.

"There are something like 15 million households where people earn over $40,000, and the banks are the only ones who really deal with those people. Brokers compete intensely for the million or so affluents who do trading. Now, for the first time, they are starting to recognize the other millions and bring them into the financial services world."

This broker says, "The brokerage community has a fixation which says 'wait until you're affluent and then I'll deal with you.' The problem is that they're going to run out of people.

"The pie isn't growing nearly as fast as the eaters," he quips.

It is true that there are far fewer affluents than middle market customers today. According to the latest Census report, there were 83.5 million households in the United States and in only 1.7% of them — 1.4 million — did occupants earn more than $75,000 per year. There were 7.1% — 5.9 million — where occupants earned $50,000-$75,000, and a far greater 29.3%, or 24.4 million, where the household income was $25,000-$49,999.

Remarkably few of the respondents to the Marketing to the Affluent Survey source among the lower income ranges for potential affluents. One notable exception is a large insurance company which today spends more advertising and attempting to lure these individuals than on advertising to the affluent.

For the Potentials

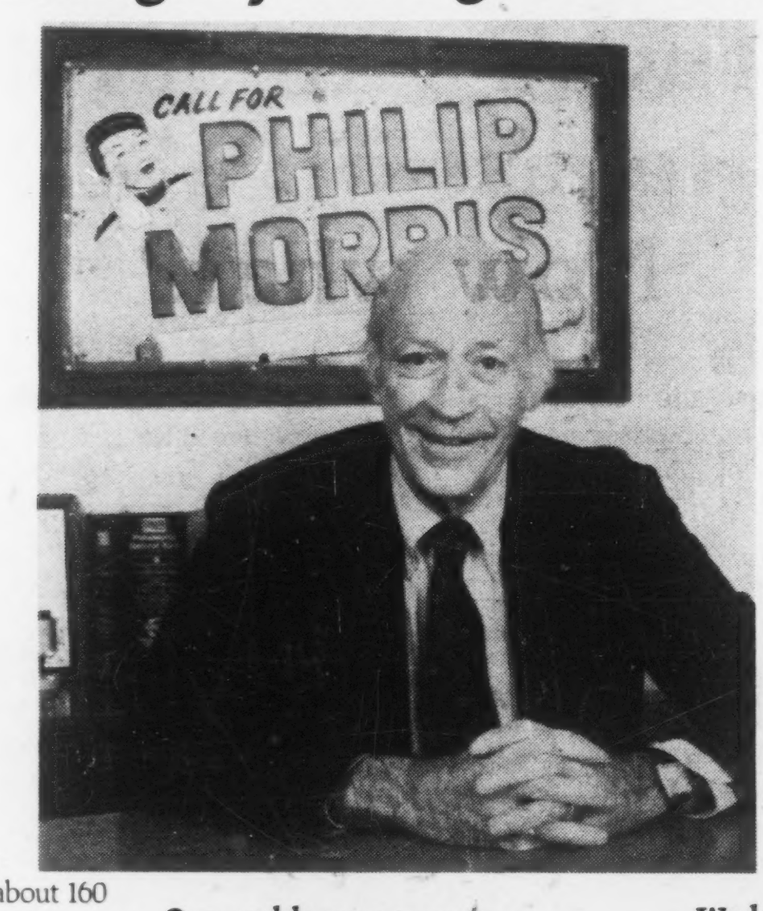
Among the banking companies, marketing directly to potential affluents from private banking programs is also notably deficient, but several of the large New York banks do have branch programs in place that serve customers differently, based on the amount of money they have on deposit. Several bankers said these amount to programs for potential affluents.

Marilyn Barnewall, president of the MacGruder Agency, a Denver-based affluent banking consultancy, explains the banks' lack of more direct attention to this market segment by saying, "Its easy to see what's there, but much more difficult to deal with someone's potential.

"Banks don't know how to play the odds. They know that 80% of all medical students will one day become wealthy physicians but they don't know which 80%, and are reluctant to solicit any for fear they'll wind up with the 20% who won't be affluent."

With brokers going downscale, banks going upscale, insurers centering services on attractive planning packages, and mutual fund groups beginning relationship consolidation efforts, the potentially affluent consumer will possibly become a much more valued commmodity in the future than he has been in the past. ■

"Creative ideas get my attention. Wasting my time gets me mad."



The POLK Round Table: One in a series.

by F. Harrison Poole, Vice President and Treasurer, Philip Morris, Incorporated

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But the banker who comes in with creative ideas...who has a plan that can help us do business better...well, he's someone we want to talk to. We are very receptive to a good idea...even if we aren't presently doing business with that bank.

The other thing we need is responsiveness. If we go to a bank, we expect to get a response! It doesn't have to be positive. But we need a response right away.

Our problems are your opportunities.
Of course, to respond quickly, our bankers have to know all about us. Well, we work hard to let our banks know.

But communication is a two-way street. We want...we *have* to know what's going on in your bank. The calling officer who can take our ideas and run with them...come back quickly with better ideas...get a *decision* from his bosses...well, this is a banker who's going to do well with us.

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We're continually expanding...building or buying into all kinds of places. It's darned important to have a bank...a local bank...that can be responsive to our needs.

The local banker is probably the most important citizen in town, particularly in the smaller towns. For example, when we went into Eden, North Carolina, we didn't know a soul there.

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Our business depends on strong marketing. But the banking business is no different. If you simply follow the others you'll never get our business. We try new ideas. And we listen to the marketplace. But some banks try to dictate to the marketplace. That simply isn't going to work anymore.

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Before you can be creative, you have to be informed. To respond quickly, you have to have accurate information. We pride ourselves in knowing what's going on...and expect this from everyone we deal with. That's why we frequently turn to Polk's Bank Directory. Polk's has the answer.

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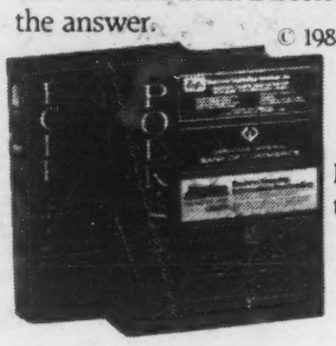

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Almost Half of Financial Firms Target Affluent, Survey Says

Continued from page 19

market to the affluent living overseas.

Of those respondents which market separately to the affluent, only two insurers, three thrifts, two small regional banks, two medium regional banks, and none of the finance companies and stock brokers, said they have separate facilities for affluent customers. Conversely, all 15 of the large banks have special facilities for affluent consumers. (The stock brokers, whose services are all delivered personally, have their own ways of dealing with preferred customers.)

The two insurance companies which have special facilities are both financial planning efforts. One has a program providing specialized assistance to affluent consumers through local insurance agencies but utilizing private offices, and the other, a completely independent financial planning pilot project.

The three thrifts with separate facilities all have programs at a branch level designed to get high-balance customers to consolidate their banking business by offering special personnel to help meet their needs. These customers are identified by the size of the balances they keep, as opposed to net worth or income criteria.

Another thrift is offering a money management account to compete with the securities industry's rash of "cash management clones," as Edward Furash, the financial services consultant, likes to call them. The thrift requires a balance of $5,000, considerably below the $20,000 floor that is most popular with securities firms. The program provides unlimited check-writing, access to investments in stocks and bonds, a Visa gold card, bill paying by telephone, and automatic transfers to IRA and Keogh accounts.

Among the four finance companies that responded, the most frequently mentioned type of program for the affluent is the second mortgage credit line or home equity line. One firm also mentioned large unsecured credits of up to $50,000 and jumbo first mortgages of $500,000 or more, as well as executive relocation services.

The finance company respondents, as a group, desire a lower level of affluence than the rest of the intermediaries. All four reported minimum incomes of under $60,000 a year.

Finance companies were the first of the major competitors to recognize the profitable opportunity provided by large second mortgage loans and began several years ago to move in that direction. Now they face stiff competition from banks, brokers, and some mutual fund groups also offering the product, and at least one insurance company would like to. ■

Worth Reading

Compiled by Louis C. Leventhal

Customized Credit for Executives, by Marjorie Siegel Lyons. Banks are becoming increasingly innovative in the loans they will make to attract the affluent customer — from a line of credit that can be activated by phone to providing bridge financing for a relocating executive who needs interim financing for a mortgage. Many banks view such clients as small businesses, granting them the attention and privileges of corporate accounts. Dun's Business Month, New York, February 1983, p. 121.

Financial Self-Portraits: A Cost-Effective Way to Reach the Affluent Market, by Lewis Mandell. Mr. Mendell details a highly structured format for a planning seminar, one that can be advantageous for both the bank and the upper-middle income customer who wants one-to-one financial planning and counseling. He also stresses the need to train bank service representatives to cross-sell services. Bank Marketing, Chicago, March 1983, p. 9.

Have Banks Been Oversold on the Affluent Market? by Robert L. Kramer. Is the affluent market segment too small to pursue profitably? Are these customers more costly to serve? Are there too many competitors for this clientele? Is there a precise definition of what the upscale market is? These are all questions that need answers before a bank enters the fray for this market. Bank Marketing, Chicago, March 1983, p. 14.

How Banks Lure the Rich, by Jeremy Main. Mr. Main looks at the programs of banks with a history of service for affluent customers (Morgan Guaranty, U.S. Trust Co.) and at the efforts of mainline giants such as Citibank and Bank of America in luring the affluent. Perhaps, as Wachovia Corp. and some bank consultants think, a middle class marketing strategy makes more sense. Fortune, New York, Nov. 1, 1982, p. 60.

Local Banks Offer Specialized Services to Lawyers: A survey of programs that banks and savings and loan associations in the Washington D.C. area offer to fit the needs of an attorney's personal and professional life. Of particular interest are the descriptions of services provided by new banks, such as the Enterprise Bank, organized with professionals and businesses specifically in mind. Legal Times, Washington, D.C., October 1982, p. Supp-A5.

For copies of these articles, please contact the publication cited.

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One-Stop Shopping for the Affluent: Who Really Wants It?

More Bank and Thrift Executives than Nonbankers Think Meeting All Financial Needs Is Vital

There is a striking difference of opinion among executives who work at banking institutions and those who work at nonbank financial services firms over the importance of offering one-stop shopping for the affluent.

This became apparent in their responses to a question delivered as part of the American Banker's Marketing to the Affluent Survey, which is being published today in this edition.

When asked if, in their opinions, it was important for their companies to meet all of the financial service needs an affluent person has, some 71.4% of the nonbankers said "no." These included respondents from stock brokerage firms, insurance companies, mutual fund groups, and finance companies.

But 72.5% of the executives who work at depository institutions, commercial banks and thrifts, said "yes."

Whence comes this dichotomy, especially in the face of much research that says many affluent people don't want to have all of their financial needs filled in one place?

One stockbroker explains his counterparts' responses by stating, "The brokers have tested the water and have been swimming around in the lake for a long time. We know how deep it is. The banks are standing on the shore and they think they can walk across the water."

An executive at a mutual fund management firm says the banks and thrifts responded the way they did because "the grass is always greener on the other side of the fence. They can't offer everything now and they want to."

To some extent, other responses to the Marketing to the Affluent Survey support these conjectures.

When asked what products they most desired to offer the affluent which they now weren't, more bank executives responded than nonbankers. Mostly, they want to offer mutual funds, tax-sheltered, advantaged, or tax-free investments, tax planning, insurance, cash management-type accounts and discount brokerage services.

What Banks Want

The most desired products for those nonbankers answering the question were a cash management-type product, mentioned by two insurers, two mutual fund executives, and one finance company executive; and discount brokerage by two insurers. One other insurer would love to offer letters of credit, mortgage loans, and certificates of deposit, but other than that fellow, and one broker who wants to offer trust services, they all seem pretty happy with what they have or can have if they exercise current legal options.

The products most desired by the banks are in many cases those which nonbanks consider their principal lures for the affluent. After personal and high quality service, which was commonly mentioned among both banks and nonbanks as the most important lure to the affluent, nonbanks mentioned most frequently professional financial planning, tax shelters, tax-advantaged investments or tax planning and advice, and investment management performance. Also, insurance was mentioned frequently by insurance companies.

Conversely, the major response from the banks was credit — of every conceivable kind. Whether it was sophisticated, creative, flexible, secured, unsecured, revolving, large, or constantly available, the answer from the banks was credit, overwhelmingly.

A look at the list of products now offered by each type of intermediary provides additional credence to the theory that commercial bankers are frustrated by nonbankers being allowed greater entry into the banking business than they have into insurance, mutual funds and other nonbank lines of business. It also provides an interesting glimpse into the current level of competition and cross-fertilization that is occurring among the industries and verifies that, when a financial services company is permitted to offer just about anything it wants, it will.

Bank and thrift executives seem to have a greater desire than nonbankers to meet all financial services needs of the affluent. Perhaps that is because today banks are legally prevented from doing so.

The financial services competitor which checked off the most product categories on the Marketing to the Affluent questionnaire was Empire of America, a federally chartered savings association headquartered in Buffalo with 121 retail outlets. In four of those, Empire will this fall place one-stop-shopping booths selling insurance and offering real estate brokerage and full-service stockbrokerage services.

It was logical that the survey would find a thrift offering the largest product line, because thrifts can legally themselves — or through subsidiaries — offer more products today than any of the other competitors. Empire, for example, offers universal and variable life insurance in addition to property and casualty coverage. The thrift also offers tax shelter screening and tax shelters, full-service stock brokerage, executive relocation services, annuities, a cash management-type account, portfolios including options and futures, telephone bill-paying, remote access to funds, letters of credit, and all of the other traditional deposit and lending services most banking companies have on the shelves.

Several of the brokers which answered the survey offer insurance, annuities, portfolios with options and futures, individual retirement accounts, precious metals sale and purchase, estate management, special trust

➤➤ One Stop: Next Page

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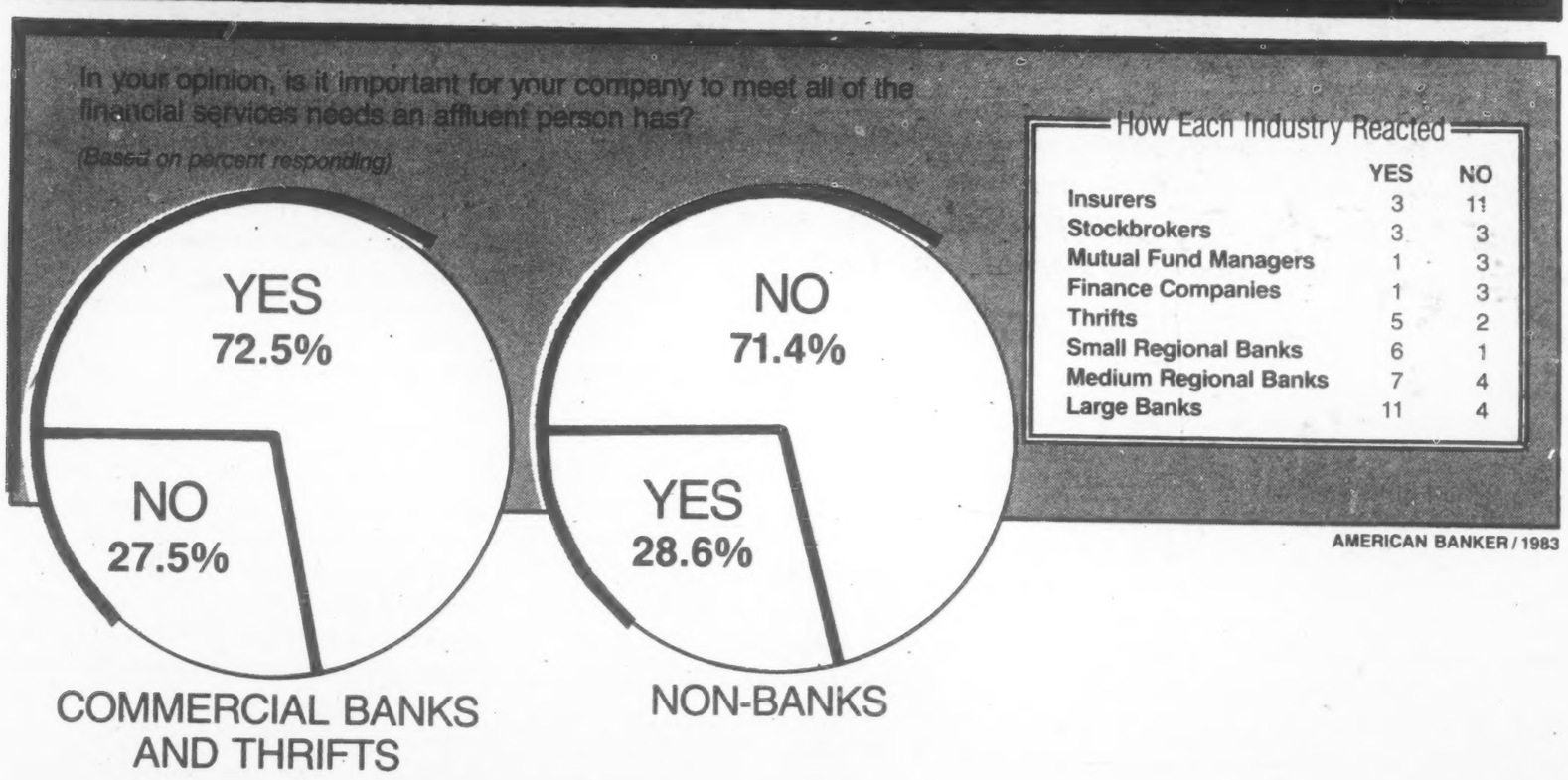
One-Stop-Shopping For the Affluent?


In your opinion, is it important for your company to meet all of the financial services needs an affluent person has?
(Based on percent responding)
YES 72.5%
NO 27.5%
COMMERCIAL BANKS AND THRIFTS
NO 71.4%
YES 28.6%
NON-BANKS
How Each Industry Reacted
AMERICAN BANKER / 1983

	YES	NO
Insurers	3	11
Stockbrokers	3	3
Mutual Fund Managers	1	3
Finance Companies	1	3
Thrifts	5	2
Small Regional Banks	6	1
Medium Regional Banks	7	4
Large Banks	11	4

One Stop . . .

Continued from Previous Page

services and second mortgages.

Additionally, three of the six who responded to the survey offer bank and thrift money market deposit accounts, and four offer bank and thrift certificates of deposit.

Conversely, none of the banks offers full-service stock brokerage and only those few grandfathered under current law offer insurance services of any kind. Additionally, far fewer commercial banks offer cash management-type accounts than do brokers, insurers, and mutual fund managers. None offers annuities and few offer mutual funds.

All of this data appear to support the contention that it is far easier — legally, technically and financially — for a broker to sell vast quantities of bank or thrift certificates of deposit and money market deposit accounts than it is for a thrift or bank to break through the walls of its branches and build separate offices for stockbrokers or insurance agents.

There are far more brokers and mutual fund groups selling banking products today than there are banks providing full-service stock brokerage or selling mutual funds to their customers.

It is no wonder the bankers answered the question on filling all the needs of the affluent the way they did. Most perceive it as necessary to offer a full product line simply to compete on an equal footing with nonbanking firms today.

After all, banks do like to promote themselves as full-service institutions.

—**Laura Gross**

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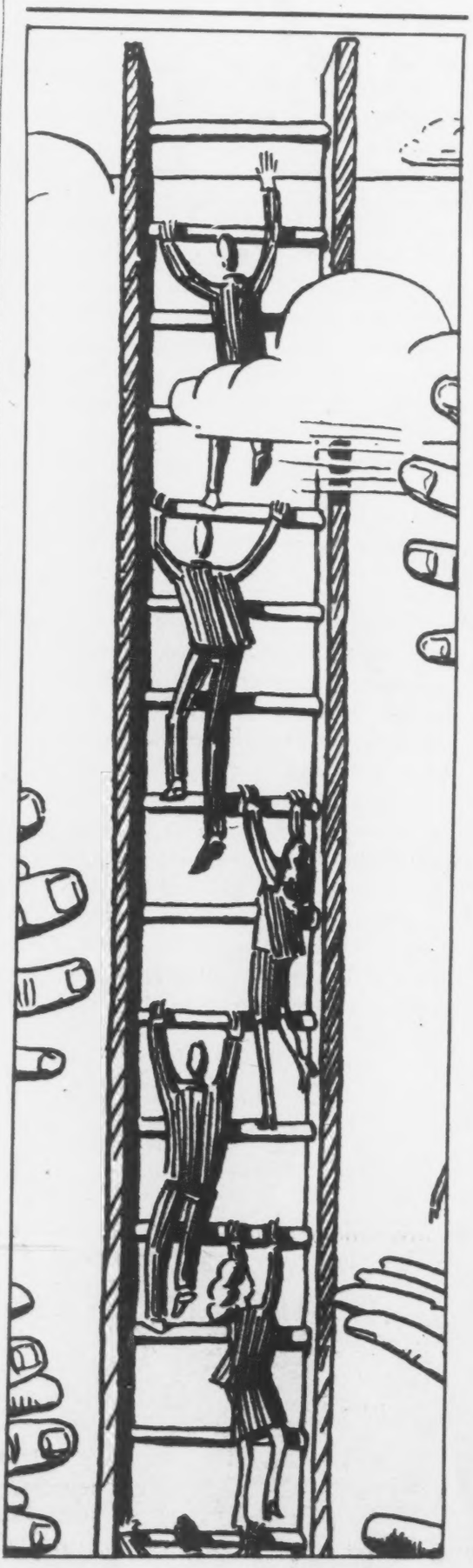

The Marketing to the Affluent Revolution Spreads from the

Even small and medium-sized regional banks are marketing to the affluent these days. And there have been some major changes in upscale banking programs offered by the nation's largest commercial banks, reports the Marketing to the Affluent Survey.

The affluent marketing revolution that has been sweeping the nation's largest banks for the past five years is beginning to spread to many of the medium- and some of the smaller-sized regional institutions throughout the country.

Furthermore, over the past year there have been a number of changes made in existing programs at large banks which market to the affluent. Most notably, these involve efforts to more fully integrate private banking programs so that all personnel report to one department head.

Such improvements yield a higher morale among employees, less infighting over whose customer is whose, and increased cross-selling of the bank's products and services.

These are some of the findings that have resulted from the third Marketing to the Affluent Survey done by American Banker on the nation's largest banks. The survey was first accomplished through telephone research in 1978; via questionnaire to the 100 largest banks in May of 1982; and, most recently, last August, through a questionnaire sent to the 20 largest banks as well as a sample of 20 smaller and 20 medium-sized regionals with diverse geographic locations. The August survey was also sent to the 120 largest nonbank providers of financial services to determine the extent to which these stockbrokers, mutual fund firms, insurers and finance companies market to the affluent.

Of the 20 medium-sized regional banks queried in the Marketing to the Affluent Survey, 11 said they have established criteria to identify the affluent market.

Included in these responses are two sophisticated private banking programs akin to those provided by some of the largest banks in the nation where special facilities and personnel are set aside for the wealthy. These programs, both of which consolidate all personnel for the affluent in one department reporting to one officer, are located at the Rhode Island Hospital Trust National Bank and the Third National Bank in Nashville. Because they consolidate personnel in this manner, such programs are called fully integrated private banks.

Relatively Young

Like most efforts to market to the affluent going on at the other medium- and smaller-sized banking firms, these programs are relatively young. Rhode Island Hospital's is only nine months old and Third National's is just beginning this fall.

The oldest program among the mid-sized regionals is a one and a half year old liaison program providing personal contacts for the affluent at selected locations within a large branch system. In this type of program, contact people provide liaison between the customer and lending, trust and investment personnel.

In addition to the two private banks and one liaison program, one mid-sized bank reported a three-month old effort to identify the affluent by having employees perform financial reviews in branches. Another has been delivering lending and investment services to customers with more than $40,000 on deposit via branch administrators and commercial lenders and is in the process of reformulating that program.

One medium-sized regional also reported a money management account program, two more reported liaison programs in formation and three others reported general efforts to identify the affluent but nothing specific in terms of special facilities or personnel.

Among the 14 of 20 smaller regionals which responded, six said they do nothing special for the affluent. A few mentioned as reasons existing programs for the affluent at larger banks in their marketplaces, and several cited a lack of expertise to develop the sophisticated products necessary to serve a market which represents such a small percentage of their customer bases.

Of the seven smaller regionals which supplied criteria for determining affluence, one reported a three-year old fully integrated private bank requiring a yearly household income of $100,000, net worth of $200,000-$300,000, and deposit balances of $200,000 as criteria. Another has a similar program but for households with yearly earnings of $50,000-$60,000, net worth of $100,000-$200,000 and $25,000 in deposit balances.

The other five include assorted efforts to better identify and serve the affluent at a branch level, a six-month old, nonintegrated private banking effort without special facilities, and an investment-oriented program for those with a minimum of $100,000 to invest.

As was the case with large banks when they started private banking programs several years ago, small and medium-sized institutions which are at that point now, report the same kinds of problems: turf protection by deposit, lending, and investment departments, developing competitive products, and training employees.

For the first time since the Marketing to the Affluent survey has been done, nonbank competition and the slowness of regulatory and legislative change were mentioned as problems facing affluent marketing efforts. While only one of the medium banks said nonbank competition was a problem, three of the large banks mentioned it, specifically in terms of the products nonbank competitors can offer that they, the banks, cannot.

While only 15 of the 20 largest banks in the nation responded to the survey

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Nation's Largest Banks to Small and Medium-Size Regionals

this year, most of the others do offer some special services for the affluent ranging from cash management type accounts to private banking.

All of the 15 which responded have separate marketing efforts for the affluent and separate facilities for them.

Except for one finance company and a thrift, commercial banks were the only firms surveyed which make unsecured personal loans of more than $50,000. And they were the only ones which provide separate lenders for loans that size.

Eight out of the 15 large banks said that unsecured loans of more than $50,000 represent a significant portion of their lending business with the affluent and five of those have separate lenders just for this size loan.

Large banks are also the only group, besides brokerage houses, which nearly en masse markets to the affluent living overseas. Of the 15 largest, only Bank of New York and InterFirst Bank Dallas say they do not.

Chemical Bank in New York has made a strongly concerted effort to market to the overseas affluent, primarily through personal calls, and reports that today 20% of its affluent customer base is made up of foreigners living abroad.

Changes at the Large Banks

There have been a number of changes made in many of the large bank's private banking efforts in the past year, primarily aimed at more fully integrating all specialists necessary to serve the affluent.

Chase Manhattan Bank, for example, has integrated all services to provide banking, financial advisory, asset management, estate analysis and planning and settlement through one strategic business unit. Hans P. Ziegler, senior vice president, reports that the company's thrust now is to look outside of New York State for affluent individuals. He mentioned Florida, where Chase has already has a trust company subsidiary, and other locations.

At First Chicago, there are still three divisions providing service to three affluent market segments, the women's center, the executive and professional center, and the private bank, but personnel working at each have now been integrated along with personal trust employees into one group, the personal financial services group.

According to one First Chicago executive, this plan has increased cross-selling and communication as well as providing for better morale among employees of what used to be separate divisions.

At Bankers Trust Co. in New York, G. Lynn Shostack, senior vice president, for the past two years has busily been building a fully integrated private bank to take care of the only retail business the bank does — with the affluent. During that time, the entire retail bank has been restructured and most of its branch system sold off. Only four branches remain to be sold, which will leave eight branches and one main office location for the affluent.

Nine Offices

Ms. Shostack believes that hers will be the first private bank with a "totally dedicated distribution system" of nine offices just for the affluent. Bankers Trust, when the last nonaffluent branches are sold, will have eight New York City locations, one White Plains location, in neighboring Westchester County, and a Florida trust company from which to serve affluent needs. While Ms. Shostack is right insofar as New York is concerned, Citibank has 16 private banking offices outside the state of New York, the most listed by any of its peers.

Continental Bank, rather than unbundling its trust department into corporate and personal trust and lumping personal trust with private banking, as many of the other large banks have done, has kept its trust department intact and moved its executive financial center into the newly named private banking, trust and investment services department.

Roger H. Sherman, senior vice president in charge of the new division, says he thinks doing it this way will increase referrals between all of the components of the new division.

Like Citibank, Continental will utilize either trust, banking, or investment personnel as the affluent customer's personal contact, depending on what service the customer uses most and what his or her needs are.

At Manufacturers Hanover Trust Co. in New York an increased focus has been placed on credit "as a means of offering the affluent one of MHT's greatest strengths," according to its survey questionnaire. The program has become more credit-driven than when it first started two years ago and was primarily retail-driven. Mellon Bank in Pittsburgh has also refocused somewhat in the same way with greater emphasis placed on the credit needs of the marketplace.

Triple-Tiered Break

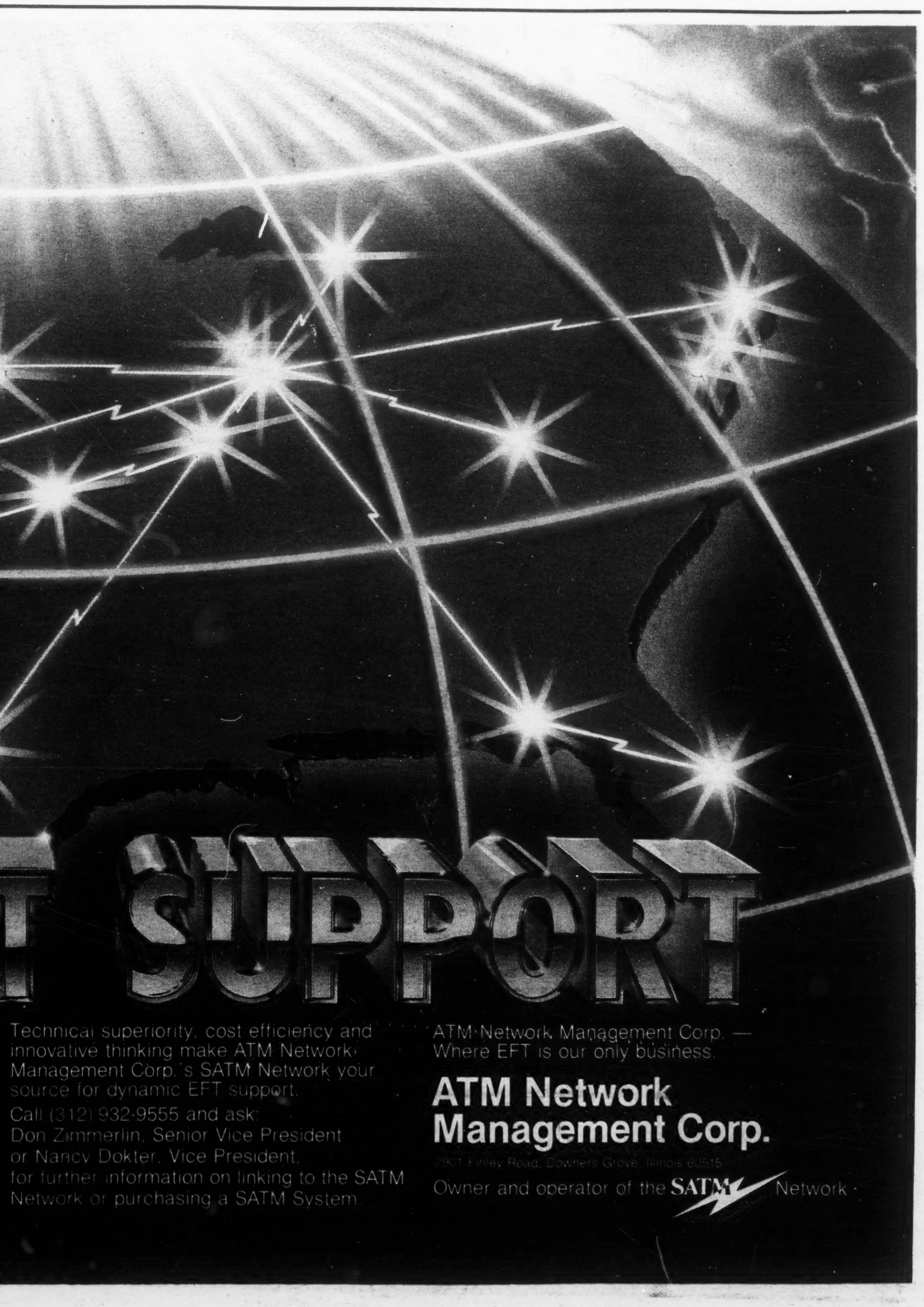
In addition to private banking programs, many of the largest banks have branch programs in place to identify and specially serve affluent individuals maintaining large deposit balances. Irving Trust Co., Chase, and Citibank are examples of these. Irving has a triple-tiered deposit-break for serving customers and different levels of personal bankers working for each segment. Citibank uses $25,000 as a minimum cut-off point for "priority services" in its branches.

Executives at these institutions report that their referral systems are beginning to have the desired effect: private banking customers have started to percolate up through the branch network. Bankers say that this new developement which has occurred over the past year, is largely due to increased communication among branch personnel and private banking groups.

The same process also works in reverse, where private banking customers filter down through the private bank to the branch system if it is discovered they are really just transaction-oriented individuals who have no need of sophisticated private banking services.

Paul Muller, vice president at Irving, says feedback tells him the personal

➤ Banks: Page 27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Personal Service Wins Over Range of Products, Advice, Rates, Convenience, Among Reasons Why Affluent Switch Firms

What causes the affluent to move from one financial services company to another?

"More personal service" is the answer supplied more than any other response by participants in the American Banker's Marketing to the Affluent Survey.

Results of the survey, which included banks, stockbrokers, insurers, mutual fund managers, thrift institutions, and finance companies, are being published in this edition.

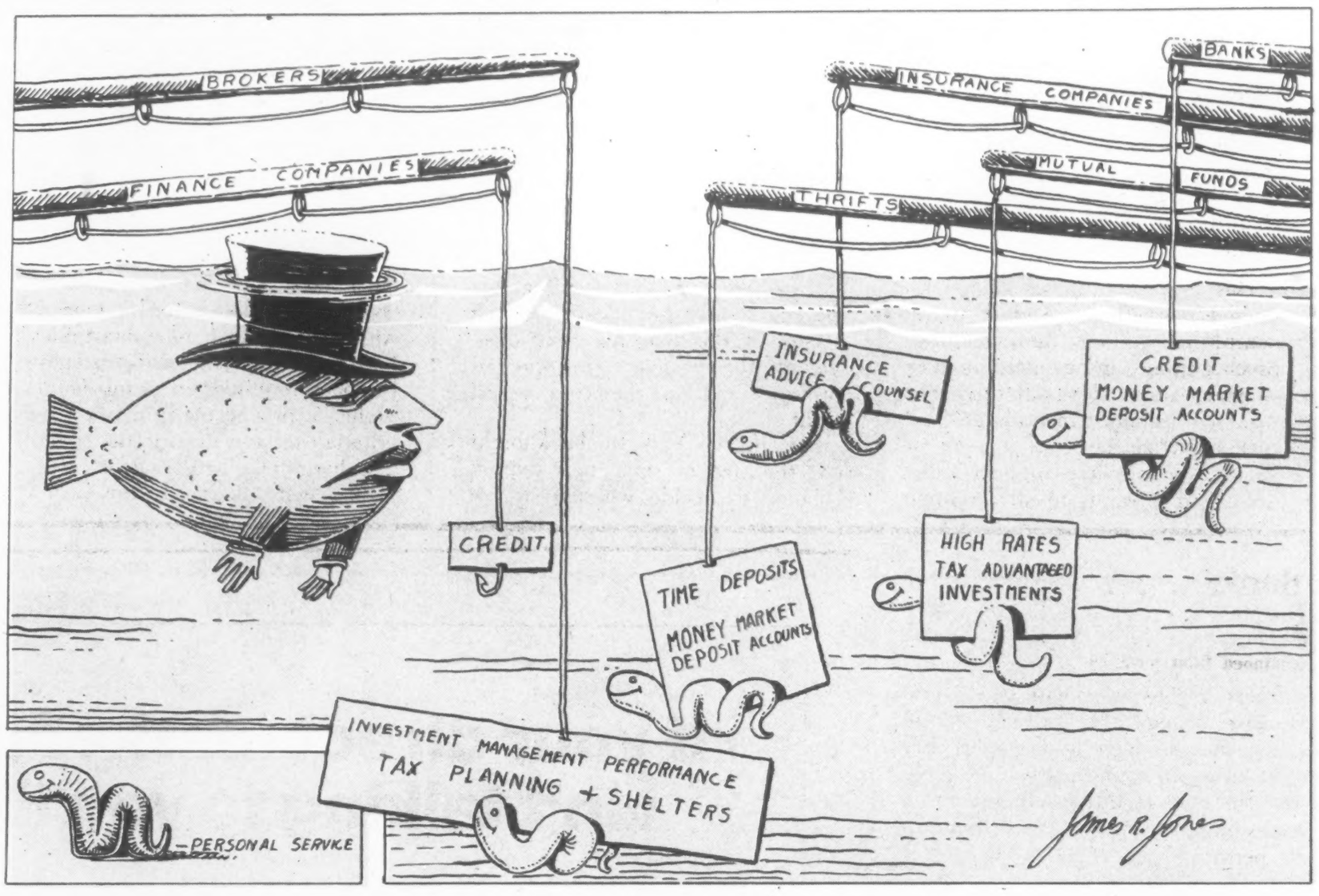
Five choices were given as answers to the question, "What do you think causes an affluent customer to move business from one financial services provider to another?" The choices were "range of products provided," "more personal service," "more or better financial advice," "greater convenience of facilities," and "monetary factors (higher rates/lower fees)."

Many of the respondents checked more than one of the choices, with "more personal service" receiving the majority of 39 votes.

Following personal service — which was clearly the runaway winner — were "range of products," "more and better financial advice," and "monetary factors (higher rates/lower fees)" which came in at 29, 28, and 27 votes respectively, in a near-tie for second place.

Only "greater convenience of facilities" finished a poor third with 17 votes, nine of them among the small and mid-size regional banks.

Eight insurers and six small banks voted for "monetary factors," compared with nine insurers and four brokers who checked "more or better financial advice."



Nine votes from large banks were for "more personal service," and seven were for "range of products provided," also chosen by six insurers.

Large banks had more additional opinions about what causes the affluent to move from one company to another than any of the other participants.

Eight wrote in such responses as "quality of service," which was cited on two large bank's questionnaires, "negative experience with other institutions," "perception of superior investment performance," "credit availability," "prestige factors," "personal referrals," and "personal relationship with account officer."

An insurance company executive who didn't like any of the other choices wrote in, "they don't like having all their eggs in one basket."

"Quick response" and "knowledgeable officers" were responses from medium-size regionals, "credit flexibility" came from a thrift institution, and "reputation and stability" came from a smaller regional bank.

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Market Segmentation: What Is It and How Do They Do It?

Everyone is marketing to the affluent.

But all of the players have different ways of deciding to whom they want to market.

In general, each uses some form of market segmentation on the consumer population. This means that the various intermediaries find "niches" or "like" groups of consumers within the population that they think they can best serve, and then design products to meet those particular consumers' needs.

This practice is also known as "target marketing." And it is accomplished along demographic, psychographic, and geographic lines — many times along all three.

Say, for example, that a large New York bank has heard that a lot of wealthy people live in Scottsdale, Ariz., and it wants to attract some of their trust and credit business. The bank has first used a geographic segmentation on the consumer market to decide to open an office in Scottsdale.

Then, it must decide what income and net worth levels people need to qualify for the special services being sold in the Scottsdale office. These are demographic criteria. Further, it might use its own internal data or that of other banks — such as loans outstanding, for example — to identify high-rolling borrowers.

And it might also use psychographic segmentation, deciding that the active, investment-oriented rich person is the one for Scottsdale, leaving the passive, trust-oriented customer out in the cold desert night.

Back in New York, the bank might use the size of someone's deposit balance to decide whether or not that customer should be specially served at a branch level. Beyond that, the bank would use income, net worth, credit needs, and other criteria to determine if an individual who is being differentially served by branch personnel really belongs in the more sophisticated private banking program where there are investment counselors, trust officers, and the like.

While this might be an extreme example, it does show how banking companies generally apply the precepts of market segmentation. In most cases, large banks in this country apply many criteria, none of which are usually hard and fast rules, barring perhaps the size of deposit balances required for admission to exclusive private banks. Even those criteria can be waived in the case of a million-dollar trust customer.

In general, financial firms such as big banks and brokers, which are interested in investing large amounts of money for wealthy customers, rely heavily on net worth and the size of someone's investment portfolio as criteria.

Those most interested in making loans to the wealthy may use credit needs or loans outstanding as a key determinant.

Stockbrokers use net worth, yearly income, size of investment portfolio, and annual brokerage commissions to decide to whom to market.

Insurers use income, mostly, because the ability to pay insurance premiums relies in large part on current income flows. Finance companies also use income, for the same reason, insofar as it also applies to the ability to pay back loans.

—L.G.

Banks . . .

Continued from page 25

bankers are happier with their jobs because Irving's triple-tiered system allows them to move up grades as they gain increased sophistication. Irving is still the only institution that concentrates on providing this career path for its personal bankers.

Actives vs. Passives

In general, Marilyn Barnewall, a consultant to affluent banking programs, thinks that "the large banks are at least 175 degrees closer to where they should be in marketing to the affluent than they were five years ago.

"But this emphasis many place on credit is only appealing to the credit-driven, active-investor side of the affluent market and they may not realize that. This group represents only half of the affluent segment. The other half is the passive-investor affluent, made up of nonrisk-oriented individuals who love their trust bankers, want financial planning, high rates, and investment accounts."

Only four of the 15 large banks say they use credit needs as a criterion to determine eligibility in affluent banking programs, and most of those use $100,000 as a cut-off point.

But Bankers Trust, Chase, Chemical, First National Boston, Mellon, and Manufacturers Hanover all mention that they target entrepreneurs as part of their private banking efforts. Entrepreneurs most frequently are attracted to private banking programs for the creative credit they offer.

That is not to say that these programs target only the actives, although there are perhaps more of those in large eastern cities, especially New York, than anywhere else in the country.

One Chemical executive noted that "we see more credit-driven than trust customers, but both are important to us. We want relationships with them, not just one-shot product purchases."

Security Pacific National Bank has taken another tack in appealing to yet another affluent market segment: investment-oriented individuals. Security has four California financial management centers offering investment management for individuals with $1 million or more in net worth. Loans and other banking services are provided through contacts in the branch system.

Wells Fargo, which did not participate in this year's survey, also offers an investment counseling service for investors who have several hundred thousand dollars or more to invest.

—Laura Gross

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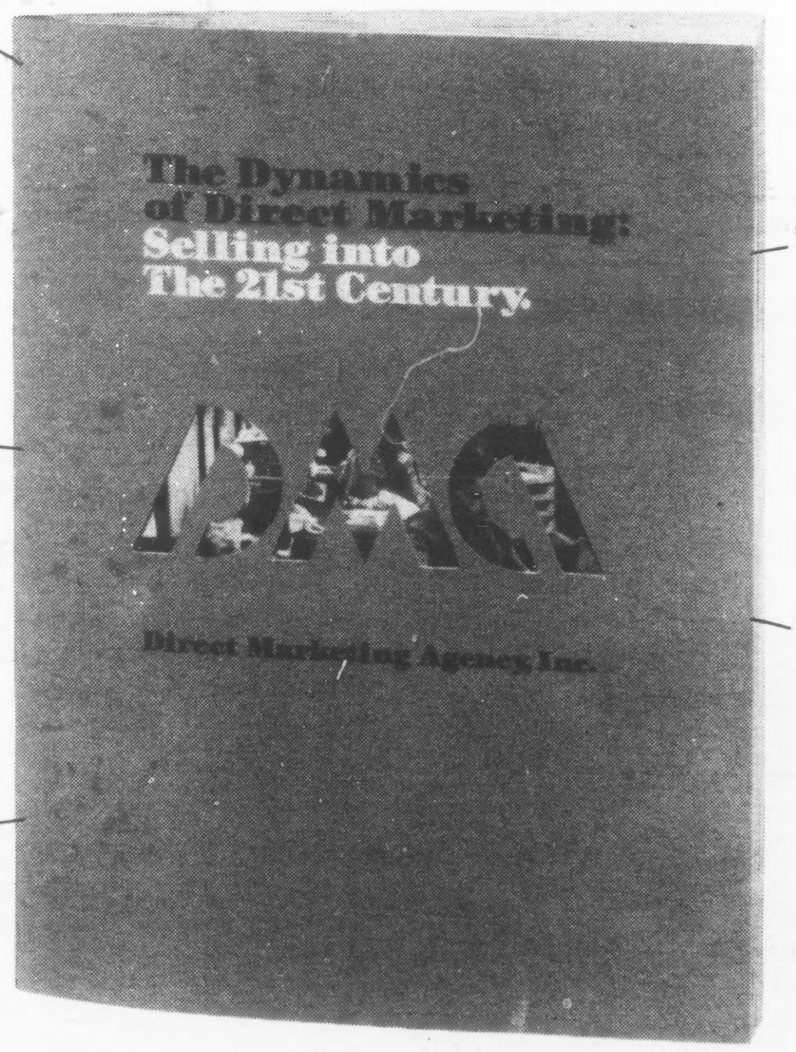

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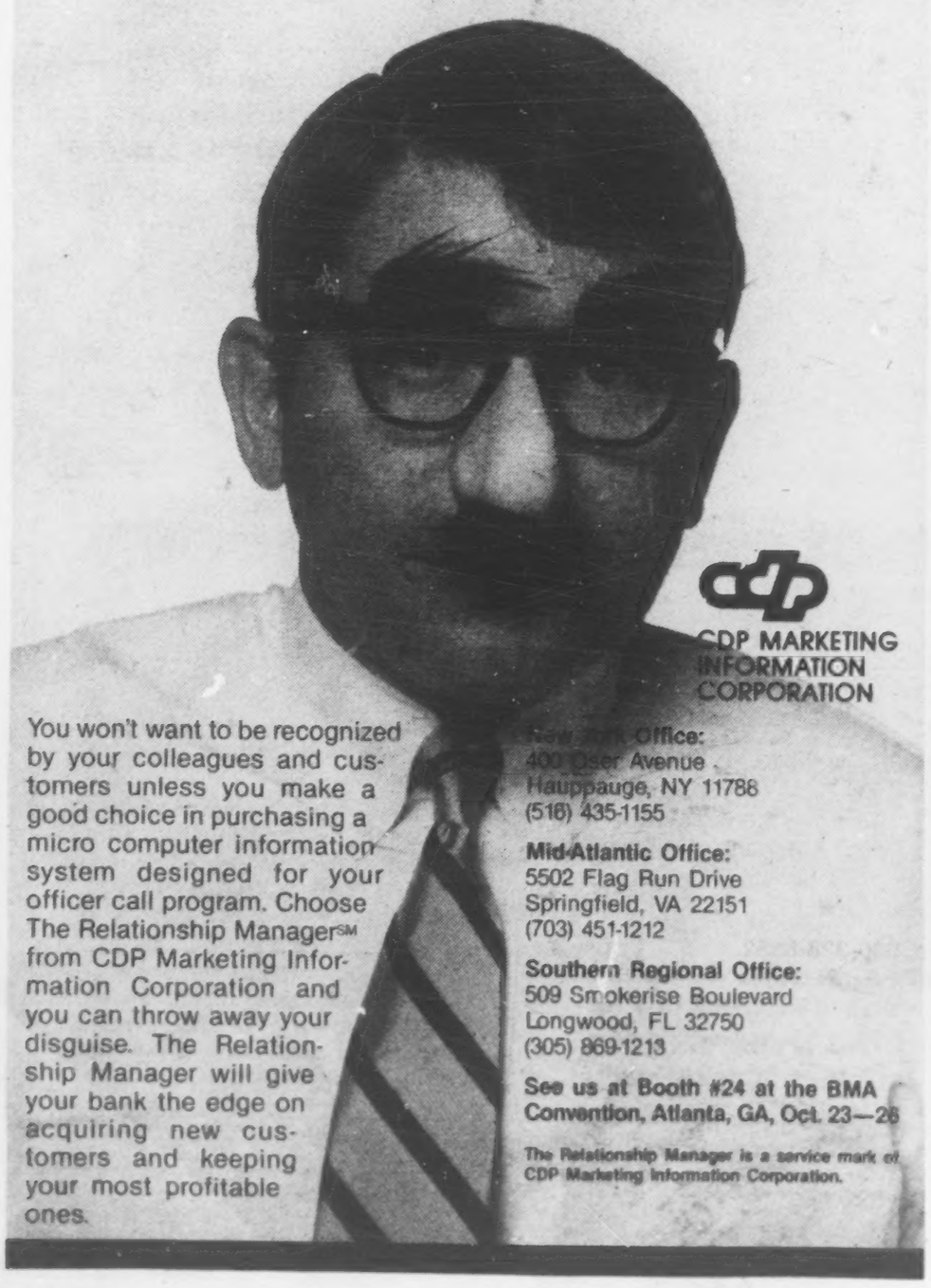

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Japanese Banks Are Still Far Behind

By PHILIP T. SUDO

NEW YORK — Unlike their American counterparts, Japanese bankers are not busy courting the affluent individual in their country — at least not yet.

Nearly all of them begin their remarks the same way: for a segment of customers to receive special products and programs in their group-oriented society would be considered discriminatory, they say.

"We are not ready to declare ourselves in pursuit of the upscale customer," said Hiroshi Kashiwagi, senior officer and economist at Dai-Ichi Kangyo Bank in New York.

"Like American banks, we pursue a profit, and the greater value is in the wealthier customer," Mr. Kashiwagi said. "But we evade that expressed strategy in public."

Such an approach is encouraged by Ministry of Finance rules and guidelines that discourage favoritism in the industry, said Takayoshi Goto, vice president and manager of bank operations for Bank of Tokyo Trust Co. in New York.

Japanese banks have not yet made a big business out of courting the affluent and regard the middle class as their chief market, says Mr. Sudo, a journalist who writes on financial topics.

For example, he said, rates on certificates of deposit and time deposits — which U.S. banks tilt favorably toward the affluent — must be completely the same for all customers, except for a CD designed for corporations for which the required investment is 500 million yen, or $2.1 million.

A Tax Clause

The Ministry of Finance also prohibits retail banks from delving into nonbanking activities such as insurance, securities, or real estate — areas U.S. banks are elbowing hard to get into.

Even if Japanese commercial banks were allowed to provide a product supermarket — as some of their American counterparts would like to — there is a tax factor that discourages the affluent from centralizing their assets with one firm.

A national tax privilege system, known as "Maruyu," allows individuals up to three million yen (approximately $12,900) in savings without taxing the interest earned. Tax on interest accrued above the exempted amount is 35%.

The privilege extends to deposits with the postal service — which in Japan keeps savings accounts for individuals — and to government bonds, leaving a possible nine million yen (about $38,800) tax-exempt.

Thus wealthy individuals tend not to keep large deposits in the bank, but spread their money around, often through accounts in the names of their spouses, children, and relatives to avoid taxes.

Even trust banks, which are allowed to deal real estate, bonds, equity, and cash management accounts, consider the affluent "an important market, but a fringe part of our business," according to Shoji Yamaguchi of Sumitomo Trust & Banking Co. Ltd.

Another reason why the Japanese deemphasize marketing to the affluent, Mr. Kashiwagi contended, is that at this stage in the country's development, their numbers are not significant enough to justify special programs.

"The range between the upscale and lower-scale customer is not as big as in the States; the affluent market is much clearer statistically in the U.S.," he said. "The Japanese bank's benefit is to target the middle class."

Enormous Business

There is enormous business in that middle class, said Toru Nonoyama, executive vice-president of Fuji Bank in New York. Twenty percent and up of the Japanese wage earner's income is placed in deposits with banks, he said.

Ultimately, however, Japanese bankers agree that changes similar to those in the industry here will come to their country.

"We are watching the U.S. as a precedent, seeing how their experiment works," said one Japanese bank economist in New York. "Hopefully, in 10 years, the Ministry of Finance will allow banks the same freedom as the Federal Reserve or Treasury is doing in America."

Masahiko Ishizuka, department editor for the economic newspaper Nihon Keizai Shimbun, said, "I think we will see more and more liberalization of the industry by the Ministry of Finance. The direction is definitely like the one in the States, but the change is more gradual."

For example, in April the Ministry of Finance permitted banks to deal in medium-term government bonds to help raise revenues for the national debt, allowing banks to draw much of the bond business away from securities companies.

Mitsubishi Bank used the bond to create the Mitsubishi Money Capsule, and other banks followed with similar products. The products divide an investment by putting 40% in a deposit account and 60% in a government bond. In 10 years, the original investment doubles, tax-free.

Securities firms, meanwhile, have attracted business away from banks in the last two years by offering something similar to a money market fund, and find its popularity growing rapidly.

These new products, however, were created with the general public in mind, and though popular with the wealthy, were marketed primarily to the average salaried worker.

The affluent comprise a market that is still only rising on Japan's mountainous horizon, said Toshio Mori, chariman of Nikko International Securities.

"The annual income per person is comparable to the western industrialized nations," he said, "but when it comes to assets, the average Japanese is way behind.

"However," Mr. Mori continued, "the speed of (asset) accumulation is much faster in Japan than in other countries, so there's quite a potential market."

Though not as intense as the struggle developing between banks and nonbanks in the deregulated confines of America, competition in Japan for the coming affluent market is taking shape.

One Japanese securities analyst, who asked not to be named, said the natures of the banking and securities industries are such that "we have a distinct advantage over banks in securing the affluent now."

Banks, as a result of their popularity and generally conservative tradition, "are not aggressive marketers," the analyst said, and have failed to explore the affluent, outside of "company ex-

Those in the United States in Courting the Affluent Consumer

ecutives and members of the Lions or Rotary clubs."

By contrast, the analyst said, "we've had to work much harder to improve our position" relative to banks, are more accustomed to doing business with the wealthy, and are actively targeting the coming affluent.

The foremost of such individuals are farmers who sell their land for high real estate prices. In Japan, where the top hundred earners are listed publicly each year, "70% of the rankings turned over last year because of these farmers," he said.

Mr. Kashiwagi said the securities market, once looked upon as too risky by conservative savers, has "gradually gained credibility" in Japan, and securities dealings are now becoming familiar even to ordinary savers, he said.

However, the success of marketing to the affluent "depends on how well marketing techniques are received by the customer," Mr. Kashiwagi said, noting that such popular American methods as direct mail fare poorly in Japan.

Gifts and Meals

Perhaps the most effective technique in Japanese banking is to market through the "calling officer" — bank employees who visit the homes of good customers and solicit accounts from the affluent in their region.

Calling officers may deliver small gifts to customers, take them to restaurants, or collect for certificates of deposit.

Perhaps the most effective technique in Japanese banking is to market through the "calling officer" — bank employees who visit the homes of good customers and solicit accounts from the affluent in their region. Calling officers may deliver small gifts to customers, take them to restaurants, or collect for certificates of deposit.

According to Noboru Hakii, an economist with Mitsui Bank Ltd. in New York, banks have a distinct advantage over securities firms in marketing through calling officers.

Not only are banks highly esteemed, but some have branches nationwide — hundreds, Mr. Hakii said — from northern Hokkaido to southern Kyushu, giving them an unmatched network of local calling officers.

"At the moment," Mr. Hakii said, "banks are looking at people who recently sold their land or are going to retire from corporations. Frequency of visits is very important in getting their business."

Yet without the product line of American banks to choose from, Mr. Ishizuka said, wealthy Japanese are likely to still spread their investments over such things as deposit accounts, securities, bonds, equity, real estate, precious metals, and art.

The lack of products for the affluent was evident last year, when one of the most popular investments was American: U.S.-issued zero-coupon bonds.

The inexpensive bonds pay interest accrued only when the bond matures. With no regular interest payments, there is no tax; the lump-sum return is considered entirely a capital gain, which is not taxed in Japan.

Gave a Hedge

The actual interest rate for the bond becomes a mixture of the yen/dollar exchange rate and the bond interest rate. With a strong yen, Mr. Mori said, "anything over 8% interest on the bond gave enough of a hedge against the exchange rate loss to make it worthwhile."

Nearly two billion of the bonds were sold last year, he said, prompting the Ministry of Finance to stop sales because they were creating a strong demand for dollars, weakening the yen. The ban has since been lifted, but the dollar's continued strength has left the bond unpopular.

Mr. Mori attributed the bonds' brisk sales last year to, among other things, talk of a new "green card" tax system — a numbering system for individuals that would prevent illegal accounts under the Maruyu tax umbrella.

"A lot of people were enjoying tax-free accounts illegally," he said, "and the green card number would have exposed them."

The green card system was politically unpopular and not employed, Mr. Mori said, but its very specter led to the run on zero-coupon bonds.

Under the present tax system, individuals must apply for the Maruyu exemption through the tax office. Still, illegal deposit accounts under the umbrella are hard to detect, said Mr. Nonoyama, because "the system has gotten so large that "it can't be managed. People open accounts under several different names without being detected."

The Ministry of Finance has considered repealing the privilege to raise government revenues, but bankers say such action would be too unpopular for politicians to pass.

Asked whether tax evasion in Japan was an activity comparable to that in America, Mr. Kashiwagi laughed. "I can't compare underground activities," he said, "but human beings aren't that different." ■

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London's Merchant Banks Getting New Competition

Foreign Rivals Move In, and Those Who Serve Wealthy Must Know Their Way Around Offshore

By MICHAEL FRENCHMAN

There is plenty of profit in serving the affluent in London today, and the old-line merchant banks are finding the competition stiff, says Mr. Frenchman, a financial journalist who writes from Britain

LONDON — When the affluent seek financial advice here, they go, as they have for nearly 200 years, to the hallowed halls of the merchant banks in London's "Square Mile."

But the old-line banking houses, such as S.G. Warburg, Rothschild, Hambros, Lazard Brothers, and Schroder Wagg, have been joined in their pursuit of the wealthy individual recently by aggressive foreign competition.

Most London bankers, like their American counterparts, see investment advice to the affluent as a substantial growth industry. A majority of them put the minimum level of affluence at $150,000 in assets to invest; occasionally $75,000 for a U.K. citizen.

Many of the officials quoted in this story, concerned about identifying themselves in the field's competitive environment, declined to be identified by name.

Part of the reason for the heightened level of competition, some private-client advisers said, is that the pool of affluent individuals in London now includes people from other parts of the world. As a result, increasingly financial expertise requires expertise internationally.

"You can't just demonstrate that you have expertise in the bond market or special situations," said the director of Hambros Bank Ltd., one of the traditional banking houses in London. "These days, in the absence of currency controls, it is an international thing, and the world is your oyster. You must demonstrate that you have confidence worldwide, rather than in a narrow sector market."

Likewise, an official in the securities market for S.E. Warburg & Co. Ltd. said: "Economies are growing, which means that people are growing with it. One of the reasons for this is that people are seeking to diversify internationally, whereas previously they tended to look principally at their own markets for investing assets."

The global scope gained in importance when a wave of individuals from the Middle East came into Europe after the second oil crisis in the late 1970s.

Hakmat Nashashibi, one such recent arrival on the London banking scene, is chief executive of Al Mal, a leading Arab banking group in Europe that is challenging traditional banks for the affluent business.

During the first six months of this year, Al Mal has been one of the most active Arab groups in straight dollar issues. Since its inception in 1981, Al Mal has managed 40 bond issues worth $2.5 billion and underwritten 180 issues with a total value in excess of $17 billion.

"We have demonstrated over the last few years the need for a first-class Arab investment bank, primarily to service the needs of the affluent from the Middle East," Mr. Nashashibi said. Arab banks now form a substantial proportion on the 275 foreign banks and accepting houses in London officially approved by the Bank of England.

Previously, he said, when the Eurobond market was created in 1965, the typical taker of those bonds was "the Belgian dentist." At that time, Belgium was one of the world's richest countries because of its colonial connections.

Al Mal was formed "to tap the Arab dentists," Mr. Nashashibi said, estimating the typical affluent customer and Eurobond taker to have $5 million and up in surplus cash for long-term investment. The minimum level of affluence accepted by Al Mal is $3 million.

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Smooth Sailing

According to Mr. Nashashibi, drawing investments has "all been very smooth sailing." The bank is in a "very superior position," he said, because it can provide "the professional know-how of the West plus the trust of the Arab — which means we can get both his heart and his mind."

In serving the affluent, "the first and foremost thing for an Arab client is the seriousness with which an institution can demonstrate its capability in terms of gaining the respect of other investment banks and investors, both institutional and individual," he said.

"He has to see that you are capable of being an effective financial intermediary, as well as being a competitive one," Mr. Nashashibi continued, "and that you have a superior capability in terms of managing fixed-income securities."

"Our high net-worth investor has a fixation on current income," he said, "more than, say, the 10% which he might receive from a pure bank deposit rate, so he prefers to go for the bond, which is a long-term investment and may give him 11%."

The Al Mal affluent also prefer to put their money with a borrower, he said, because some banks have been having problems with loans to Third World countries.

"He is more interested in the quality of the borrower, so our individual goes for the double-A or triple-A names, the sovereign credits of quality, such as France or Sweden, or international corporate groups," he said.

Societe Generale from France, which specializes in international securities investment, serves the large French community in London. "They appreciate the 'French touch,'" said Jerzy Sciborkaminski, senior associate director and manager of the bank's investment department.

Societe General's international investments are "the meter which provides the reference point [for our success] and the basis for our operations," said Mr. Sciborkaminski.

He added, "We don't have much of the dentist trade now; we have the rich Arab sheiks."

John Magnay, managing director of Arbuthnot Investment Management Services, said London banks are also competing with Switzerland, where he believes most foriegn-based money goes for bank secrecy and tax avoidance.

$375,000 Minimum

Using a $375,000 minumum in net worth as a measure, Arbuthnot concentrates on the market of "retiring English people or expatriates who are perhaps in oil companies or international companies earning $60,000 to $75,000 a year," Mr. Magnay said.

The service also handles Britain's traditionally affluent, what Mr. Magnay describes as the rich English businessmen who inherited wealth and "were probably doing other things and did not have time to look after their portfolios."

But such a market grows only slightly, he said, and to attract the newly wealthy, the traditional banks of London — much like those in America now — are having to compete with the securities industry.

"The younger generation who make their money today make it in industry and commerce and probably want to manage it themselves through their stockbrokers," Mr. Magnay said. "So you have to have a very good reason for coming to a merchant bank — better service, the personal touch, and a backup documentary service."

A member of N.M. Rothschild & Sons Ltd., founded in 1803 and one of the oldest merchant banks in the city, said, "One of our strong points is that we do offer what I term a 'private client service,' in other words, a very large comfort factor.

"We look after our clients, we make sure exactly what is going on, we tell them the whys and wherefores, we meet them regularly. It is not just an investment advisory role; it is very much an 'homme d'affair' role."

The bank, which, like Artbuthnot, uses $375,000 in net worth as a minimum figure of affluence, stresses excellent service because it has a policy of seeking wealthy customers on the personal recommendation of existing clients. "Quite clearly, our clients know other people who are wealthy and they talk about our service if you have given them good performance," the Rothschild spokesman said.

One area of specialized development for Rothschild has been in international currency management, where the knowledge used in serving large business groups and multinational corporations carries over to the affluent individuals.

Also, because of Rothschild's long-established connections with the London bullion market, it offers advice on gold and commodities investment — unusual for a bank because of the high-risk factor. "But we have taken our expertise on that side [the bullion market] and channeled it back into our investment capability," the Rothschild member said.

Venture Capital

Schroder Wagg & Co. Ltd., another leading merchant bank group, also emphasizes its traditional contacts. "For example," one director said, "if someone wanted to become a member of Lloyd's of London, we would put him in touch with what we considered to be the best of the Lloyd's underwriters."

The service also handles Britain's traditionally affluent, what Mr. Magnay describes as the rich English businessmen who inherited wealth and "were probably doing other things and did not have time to look after their portfolios."

The bank is particularly keen on venture capital these days, and although 95% of its clients are institutional, it sees a lot of "venture capital and business startup schemes — which are suitable — for individuals," the director said. Schroder Wagg is now setting up a venture capital operation in America, he added.

S.G. Warburg, known for its management of securities, does not involve itself in peripheral activities, "although of course we put our clients in touch with the right people in forestry or property if that is what they want," said one director.

Affluent clients of S.G. Warburg have approximately $375,000 in net worth, and get a tailor-made package for which they are charged a percentage of the value of the portfolio. (Some other banks charge a flat minimum fee, scaled upward according to the value of the individual's assets.)

Attacking the lower end of the affluent scale, Dunbar and Co. accepts a net worth of $75,000 for entry into its fund management program, which began in 1974. "These days, $75,000 is a pretty negligible amount," managing director David Backhouse admitted.

Mr. Backhouse said Dunbar has not gone out of its way to attract lucrative clients from abroad. Rather, it has launched a new program through Allied Hambros called the Financial Management Program, designed in part to attract well-to-do British expatriate businessmen.

In the end, however, despite the new programs, new competitors, and new affluent market, the London banking scene has not changed so much as it has intensified. "London is the traditional home of international investment, and we are very much internationally oriented," said an S.G. Warburg director. "It's been so for a very, very long time." ■

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MARKETING MANAGEMENT

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Fifteen of the Largest Banks: Their Affluent Programs

Name of Bank	Name of Program	One Organization?*	One Dept. Head?	Years in Existence	Number of Employees	Number of Lenders
Bank of America, San Francisco	Private Banking Group	yes	N.A.	N.A.	N.A.	N.A.
Citibank, New York	Private Banking and Investment Division	yes	yes	10+	500+	150+
Chase Manhattan Bank, New York	Domestic Private Banking	yes	yes	3	450	25
Manufacturers Hanover Trust Co., New York	Private Banking Program	yes	no	2	47	25
Chemical Bank, New York	Worldwide Private Banking	no	N.A.	2	259	30
Continental Ill. Natl. Bank & Trust Co., Chicago	Private Banking, Trust, & Investment Svcs.	yes	yes	10	200	25
Security Pacific National Bank, Los Angeles	Private Investment Management	no	N.A.	N.A.	N.A.	N.A.
First National Bank, Chicago	Personal Financial Services Group	yes	yes	1	320	50
Bankers Trust Co., New York	Private Clients Group	yes	yes	1+	900	50
Marine Midland Bank, Buffalo, N.Y.	N.A.	no	N.A.	N.A.	N.A.	N.A.
Mellon Bank, Pittsburgh	Custom Banking Division	yes	no	2	35	20
First National Bank, Boston	Private Banking Group	yes	yes	2	21	9
Irving Trust Co., New York	Personal Financial Management Group	yes	yes	5	23	12
Bank of New York	Custom Banking	no	no	3+	40	20
InterFirst Bank Dallas	Private Banking	yes	no	3	15	9

* All employees serving the affluent work for one integrated division within the bank.

BANK OF AMERICA NT&SA, San Francisco
Deposits as of June 30, 1983: $94.8 billion.
Number of retail outlets: 1,079
Minimum affluent income: $200,000/flexible. depends on net worth.
Minimum affluent net worth: $500,000/flexible, depends on net income.
Criteria used to identify affluent: Total relationship with firm.
Affluent target professions: None.
Affluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Referrals.
Separate affluent facilities: Yes; number of outlets outside of principal market area N.A.
Independent affluent organization: Yes; Private Banking Group.
Reporting to one department head: N.A.
Years in existence: N.A.
Number of employees for affluent: N.A.
Number of lenders for affluent: N.A.
Most important affluent lure: Flexible credit, personal service of high quality.
Programs for potential affluent: No.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

■

CITIBANK NA, New York
Deposits as of June 30, 1983: $75.5 billion.
Number of retail outlets: 279
Minimum affluent income: $100,000/individual.
Minimum affluent net worth: $1 million.
Criteria used to identify affluent: Checking deposits: $10,000; investment portfolio: $600,000; credit needs: $100,000.
Affluent target professions: Law firms and lawyers.
Affluent psychographic profile: Entrepreneurs.
Affluent promotional budget: N.A.
Marketing methods used: Personal calls, Forbes, Avenue, Town & Country.
Separate affluent facilities: Yes; 16 outside of principal market area.
Independent affluent organization: Yes; Private Banking and Investment Division.
Reporting to one department head: Yes.
Years in existence: more than 10
Number of employees for affluent: more than 500
Number of lenders for affluent: more than 150
Most important affluent lure: Secured lending to signigicant affluent individuals.
Programs for potential affluent: No. (Citibank has several programs at a branch level to identify higher-balance consumers by deposit level and provide them with special service.)
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

■

CHASE MANHATTAN BANK NA, New York
Deposits as of June 30, 1983: $57.7 billion.
Number of retail outlets: 254
Minimum affluent income: $250,000/individual.
Minimum affluent net worth: $500,000
Criteria used to identify affluent: Checking deposits: $2,500; NOW deposits: $5,000; trust assets: $300,000; investment portfolio: $500,000; custody portfolio: $500,000.
Affluent target professions: Corporate senior executives, entrepreneurs, entertainers, professional athletes, professionals.
Affluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Direct mail, telemarketing, personal calls, print advertising.
Separate affluent facilities: Yes; number of outlets outside principal market N.A.
Independent affluent organization: Yes; Domestic Private Banking.
Reporting to one department head: Yes.
Years in existence: 3
Number of employees for affluent: 450
Number of lenders for affluent: N.A.
Most important affluent lure: Personalized banking/credit, financial & estate analysis and planning, asset management and custody.
Programs for potential affluent: No.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

■

MANUFACTURERS HANOVER TRUST CO., New York
Deposits as of June 30, 1983: $40.8 billion.
Number of retail outlets: 203
Minimum affluent income: Not used as a criterion.
Minimum affluent net worth: $1 million, including real estate.
Criteria used to identify affluent: Net worth: $1 million.
Affluent target professions: Corporate executives, entreprenuers, professionals.
Affluent psychographic profile: Mainly interested in the credit intensive segments of the affluent market, i.e., entreprenuers, corporate executives, professionals.
Affluent promotional budget: $100,000
Marketing methods used: Personal calls, separate brochures.
Separate affluent facilities: Yes.
Independent affluent organization: Yes; Private Banking Program.
Reporting to one department head: No.
Years in existence: 2
Number of employees for affluent: 47
Number of lenders for affluent: 25
Most important affluent lure: Personal service, experienced account officers, credit, money market deposit accounts, trust services, short term investment service (CD's, municipals, etc.), separate private banking offices.
Programs for potential affluent: No.
% of affluent customers: 80%
% of affluent deposits: N.A.
% of affluent loans: N.A.

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CHEMICAL BANK, New York
Deposits as of June 30, 1983: $32.1 billion.
Number of retail outlets: 250
Minimum affluent income: $100,000/individual.
Minimum affluent net worth: $500,000
Criteria used to identify affluent: Credit needs: $100,000.
Affluent target professions: Medical profession, corporate executives, investment bankers, entreprenuers.
Affluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Personal calls.
Separate affluent facilities: Yes; 9 outlets outside of principal market area.
Independent affluent organization: Yes; Worldwide Private Banking Division.
Reporting to one department head: N.A.
Years in existence: 2
Number of employees for affluent: 259
Number of lenders for affluent: 30
Most important affluent lure: Loans over $100,000, money market accounts, financial planning.
Programs for potential affluent: No.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

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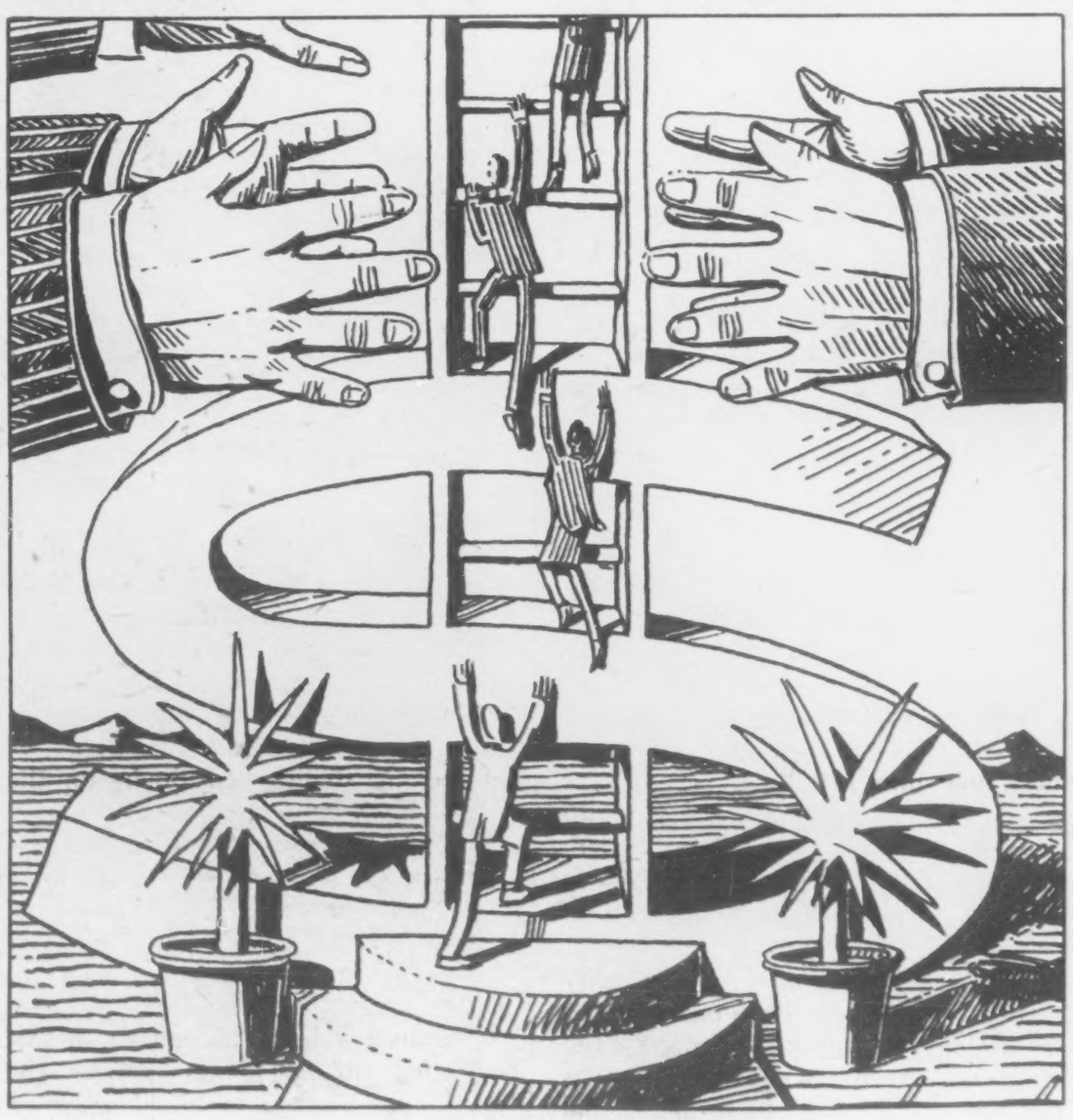

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CONTINENTAL ILLINOIS NATIONAL BANK AND TRUST CO., Chicago
Depsoits as of June 30, 1983: $28.2 billion.
Number of retail outlets: 4
Minimum affluent income: $150,000/household.
Minimum affluent net worth: $1 million.
Criteria used to identify affluent: Total deposits: $50,000; checking deposits: $10,000; annual brokerage commissions: $500; investment portfolio: $100,000; total relationship; annual transactions on plastic cards; total loans outstanding; credit needs; trust and commericial lending relationships.
Affluent target professions: None.
Affluent psychographic profile: Entreprenuers (owners/managers), pre-retirees/retirees, chief executive officers, principals of professional firms, individuals with acquired wealth.
Affluent promotional budget: N.A.
Marketing methods used: Direct mail, personal calls, magazines, seminars, theater programs, FM radio (classical format), one-on-one social gatherings.
Separate affluent facilities: Yes; 3 outlets outside of principal market area.
Independent affluent organization: Yes; Private Banking, Trust and Investment Services.
Reporting to one department head: Yes.
Years in existence: 10
Number of employees for affluent: 200
Number of lenders for affluent: 25
Most important affluent lure: A close personal relationship between the client and account officer.
Programs for potential affluent: No.
% of affluent customers: Less than 5 %.
% of affluent deposits: N.A.
% of affluent loans: N.A.

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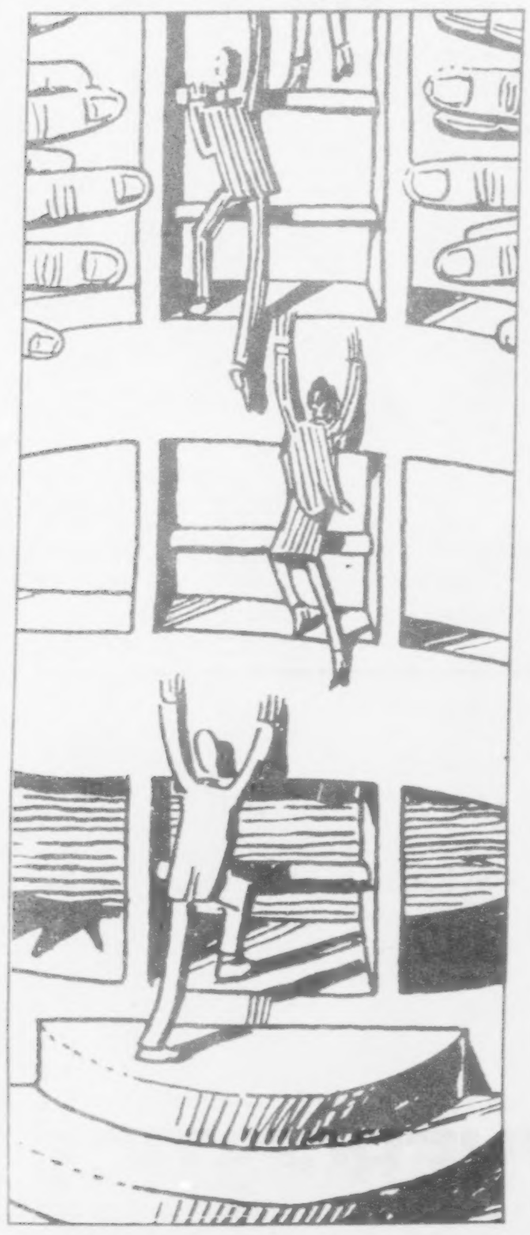
SECURITY PACIFIC NATIONAL BANK, Los Angeles
Depsoits as of June 30, 1983: $26.1 billion.
Number of retail outlets: N.A.
Minimum affluent income: N.A.
Minimum affluent net worth: $1 million.
Criteria used to identify affluent: Investment portfolio.
Affluent target professions: None.
Affluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Personal calls.
Separate affluent facilities: Yes; no outlets outside of principal market area.
Independent affluent organization: Yes; Private Investment Management.

➤➤ List: Page 32

Affluent Banking at Fifteen of the Nation's Largest Banks

Continued from page 31

Reporting to one department head: N.A.
Years in existence: 1
Number of employees for affluent: N.A.
Number of lenders for affluent: N.A.
Most important affluent lure: Good investment management performance and extensive customer contact and service.



Programs for potential affluent: Yes.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

■

FIRST NATIONAL BANK OF CHICAGO, Chicago
Deposits as of June 30, 1983: $25.3 billion.
Number of retail outlets: N.A.
Minimum affluent income: $60,000/household.
Minimum affluent net worth: $200,000
Criteria used to identify affluent: Total deposits: $10,000; checking deposits: $3,000; investment portfolio: $300,000.
Affluent target professions: Attorneys, certified public accountants, doctors, senior corporate executives.
Affluent psychographic profile: N.A.
Affluent promotional budget: $100,000
Marketing methods used: Personal calls.
Separate affluent facilities: Yes; 1 outlet outside of principal market area.
Independent affluent organization: Yes; Personal Financial Services Group.
Reporting to one department head: Yes.
Years in existence: 1
Number of employees for affluent: 320
Number of lenders for affluent: 50
Most important affluent lure: Private banker for all services, creative lending.
Programs for potential affluent: No.
% of affluent customers: 15%
% of affluent deposits: 19.3% (Personal Banking only)
% of affluent loans: 9.9% (Personal Banking only)

■

BANKERS TRUST CO., New York
Deposits as of June 30, 1983: $21.9 billion.
Number of retail outlets: 13 (9 affluent-oriented)
Minimum affluent income: $150,000/individual.
Minimum affluent net worth: $500,000
Criteria used to identify affluent: Investment portfolio: $250,000; credit needs: $100,000; trusts: $250,000; will on file: $1 million or more.
Affluent target professions: Senior executives, professionals, entrepreneurs.
Affluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Direct mail, personal calls.
Separate affluent facilities: Yes; 1 outlet outside of principal market area.
Independent affluent organization: Yes; Private Clients Group.
Reporting to one department head: Yes.
Years in existence: more than 1.
Number of employees for affluent: 900
Number of lenders for affluent: 50
Most important affluent lure: Sophisticated credit capability, active portfolio management, personal service.
Programs for potential affluent: No.
% of affluent customers: 80%
% of affluent deposits: 85%
% of affluent loans: 100%

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MARINE MIDLAND BANK NA, Buffalo
Deposits as of June 30, 1983: $16.0 billion.
Number of retail outlets: 293
Minimum affluent income: $100,000/household (upper affluent), $50,000/household (emerging affluent).
Minimum affluent net worth: $200,000 (upper affluent), $50,000 (emerging affluent).
Criteria used to identify affluent: Total deposits; checking deposits; total relationship with firm; investment portfolio; total loans outstanding; credit needs; investment needs; demographic factors.
Affluent target professions: Medical, legal, business owners, corporate executives, international executives.
Afiluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Direct mail, telemarketing, personal calls, selected upscale magazines.
Separate affluent facilities: Yes.
Independent affluent organization: No.
Reporting to one department head: No.
Years in existence: N.A.
Number of employees for affluent: N.A.
Number of lenders for affluent: N.A.
Most important affluent lure: Preferred credit lines, investment management services, gold Mastercard, discount brokerage, money market accounts, combined/summary statement, money market mutual funds.
Programs for potential affluent: N.A.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

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Affluent Banking Programs...

MELLON BANK, Pittsburgh
Deposits as of June 30,1983: $13.0 billion.
Number of retail outlets: 115
Minimum affluent income: $100,000/household.
Minimum affluent net worth: $1 million, inclusive of personal residence.
Criteria used to identify affluent: N.A.
Affluent target professions: Entreprenuers and business owners, corporate executives, professionals.
Affluent psychographic profile: "Active" wealthy, aggressive entreprenuers.
Affluent promotional budget: N.A.
Marketing methods used: Direct mail, personal calls, print media.
Separate affluent facilities: Yes.
Independent affluent organization: Yes; Custom Banking Division.
Reporting to one department head: No.
Years in existence: 2
Number of employees for affluent: 35
Number of lenders for affluent: 20
Most important affluent lure: Creative credit products.
Programs for potential affluent: Yes; young professional market.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

■

FIRST NATIONAL BANK OF BOSTON, Boston
Deposits as of June 30, 1983: $11.3 billion.
Number of retail outlets: 107
Minimum affluent income: $70,000/individual.
Minimum affluent net worth: $300,000
Criteria used to identify affluent: checking deposits $10,000; total deposits.
Affluent target professions: Certified public accountants, lawyers, corporate executives, health care professionals, entreprenuers.
Affluent psychographic profile: N.A.
Affluent promotional budget: $60,000
Marketing methods used: Direct mail, personal calls, selected magazines and programs.
Separate affluent facilities: Yes; no outlets outside of principal market area.
Independent affluent organization: Yes; Private Banking Group.
Reporting to one department head: Yes.
Years in existence: 2
Number of employees for affluent: 21
Number of lenders for affluent: 9
Most important affluent lure: Loans, investments, tax shelters, knowledge of personnel.

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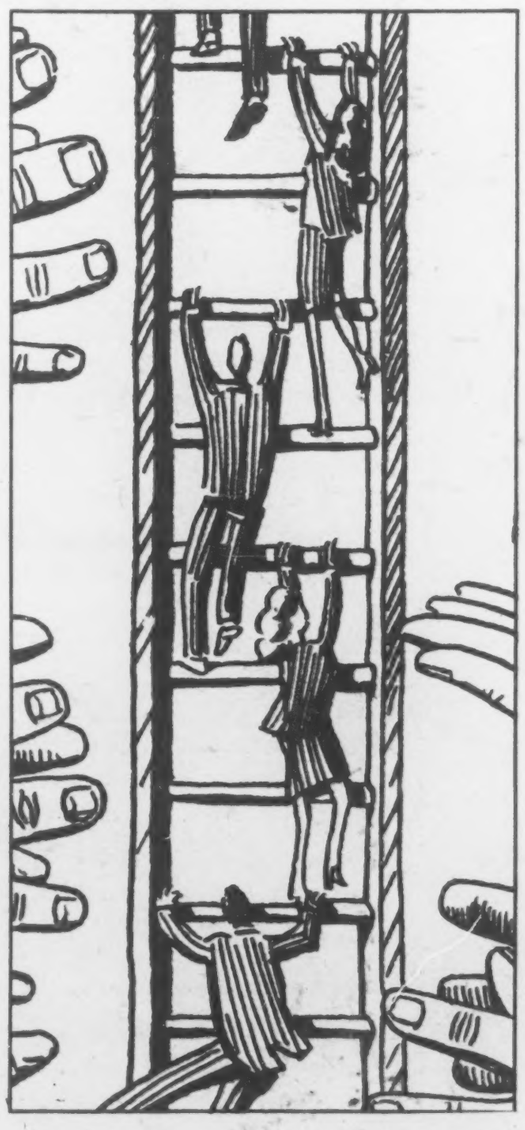
Programs for potential affluent: Yes; subsection of Private Banking Group aimed at this market.
% of affluent customers: 1.5%
% of affluent deposits: 65.6% of retail deposits.
% of affluent loans: 34%

IRVING TRUST CO., New York
Deposits as of June 30, 1983: $11.3 billion.
Number of retail outlets: 13
Minimum affluent income: $100,000/individual.
Minimum affluent net worth: $1 million.
Criteria used to identify affluent: Checking deposits: $10,000; investment portfolio: $500,000; loans outstanding: $50,000; time deposits: $100,000.
Affluent target professions: None.
Affluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Direct mail, personal calls, print, television.
Separate affluent facilities: Yes; no outlets outside of principal market area.
Independent affluent organization: Yes; The Personal Financial Management Group.
Reporting to one department head: Yes.
Years in existence: 5
Number of employees for affluent: 23
Number of lenders for affluent: 12
Most important affluent lure: The personal banker.
Programs for potential affluent: Yes.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.

BANK OF NEW YORK, New York
Deposits as of June 30, 1893: $9.3 billion.
Number of retail outlets: 192
Minimum affluent income: $100,000/individual.
Minimum affluent net worth: $500,000
Criteria used to identify affluent: Checking deposits: $10,000; investment portfolio: $300,000.
Affluent target professions: Doctors, lawyers.
Affluent psychographic profile: N.A.
Affluent promotional budget: $300,000
Marketing methods used: Direct mail, personal calls, magazines, WQXR (radio, classical format).
Separate affluent facilities: Yes; 1 outlet outside of principal market area.
Independent affluent organization: No.
Reporting to one department head: No.
Years in existence: more than 3.
Number of employees for affluent: 40
Number of lenders for affluent: 20
Most important affluent lure: Custom banking officers, investment management.
Programs for potential affluent: No.
% of affluent customers: 2%
% of affluent deposits: 5%
% of affluent loans: 1%

■

INTERFIRST BANK DALLAS NA, Dallas
Deposits as of June 30, 1983: $7.6 billion.
Number of retail outlets: 135
Minimum affluent income: $100,000/household.
Minimum affluent net worth: $300,000
Criteria used to identify affluent: Investment portfolio: $100,000; total deposits; annual brokerage commissions.
Affluent target professions: Executives, lawyers, physicians, accountants.
Affluent psychographic profile: N.A.
Affluent promotional budget: N.A.
Marketing methods used: Direct mail, personal call.
Separate affluent facilities: Yes; no outlets outside of principal market area.
Independent affluent organization: Yes; Private Banking.
Reporting to one department head: No.
Years in existence: 3
Number of employees for affluent: 15
Number of lenders for affluent: 9
Most important affluent lure: N.A.
Programs for potential affluent: No.
% of affluent customers: N.A.
% of affluent deposits: N.A.
% of affluent loans: N.A.



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Reprints of this section featuring American Banker's Marketing to the Affluent Survey can be obtained by writing to Joanne M. Bitterman, American Banker, One State Street Plaza, New York, N.Y. 10004. ■

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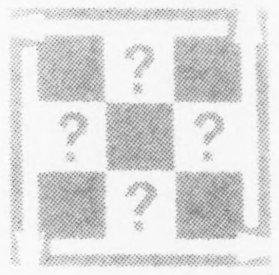

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Who Are the Affluent and What Do They Want from Us?

They Must Be Defined, Then Approached, and Finally, Be Given the Appropriate Services

By ALLEN R. De COTIIS
and JOHN J. DeMARCO

Affluent customers, both present and future, can be defined and located, but banks and financial institutions must use various kinds of data to ascertain what they want and don't want, say Dr. De Cotiis, vice president, and Dr. DeMarco, director of research, Payment Systems Inc., a wholly owned subsidiary of Reistad Corp., a diversified research and consulting firm based in Tampa, Fla.

A survey conducted by the American Banker last year found that more than two-thirds of the 100 largest U.S. banks had or were planning to establish programs aimed at affluent individuals. There are strong indications that banks and other financial institutions are increasing their efforts to appeal to this segment of the financial services market.

The survey identified a number of emerging trends. The concept of market segmentation is beginning to permeate the financial services industry. Affluent customers are being offered personal, professional attention in plush surroundings and relationship banking, where one individual manages the customer's total dealings with the financial institution. Of course, such personalized service can only be offered profitably to the top 20% or so of institutional customers.

The two primary personnel approaches are to use generalists, intensively trained in all areas of interest to upscale customers, or relationship managers who concentrate on the service areas of most interest to a customer and then route the customer to other specialists as needed.

One of the more difficult yet necessary tasks in implementing affluent programs is integration: getting various traditional departments to relinquish their holds on service to affluent customers and restructuring so that all affluent-oriented personnel report to one management.

Established affluent programs appear to rely heavily on word-of-mouth referrals to reach upscale customers. Well-placed advertisements and quality direct mail promotions also are frequently used. Primary marketing energy is being devoted to identifying affluent consumers.

The Payment Systems Inc. Affluent Market Study (1982) also noted a number of trends in the efforts of financial institutions to attract affluent customers by offering them:

- Private affluent financial centers or branches.
- Money market accounts.
- Financial service programs for professionals such as medical doctors.
- Personal unsecured lines of credit.
- Special loan programs for professionals.
- A variety of preferred service packages.
- Personal or automated planning and counseling services.
- Asset management accounts.
- Brokerage services.
- Referrals to professionals.
- Newsletters and other financial literature.
- Insurance programs.
- Bill paying and custodial services.
- Travel services.
- Safe deposit and document safekeeping.
- Tax shelters.

In addition, the PSI study identified a variety of miscellaneous services that upscale consumers find attractive and are willing to pay for. First National Bank in Palm Beach even offers a fur storage service.

Affluent Market Potential

This intense activity is not misdirected. The potential of the affluent market is obvious when economic data are examined. Defining affluent households as those with incomes of $50,000 or more in 1981, approximately 8% of American households (7 million) were affluent in that year. They accounted for 23.5% of total U.S. income.

By 1990, it is estimated that there will be 12 million affluent households accounting for 31.5% of total income. This represents an average annual growth rate of 7.5% for upscale households compared with 2.1% for all households. Not only are affluent individuals becoming wealthier and more numerous, they are also becoming younger as a group. In 1981, some 55% of the heads of affluent households were 45 years of age or older. As the baby-boom age cohort matures and a significant proportion of them achieve affluence, the average age of the affluent market should decline. This trend is directly opposed to the aging of the general population.

When it comes to financial products and services, PSI research shows that the wealthy are active, sophisticated, and perceptive consumers. Approximately 62% of the affluent respondents to PSI's 1982 survey have business or personal loans outstanding. At least 40% of them pay fees for financial advice and counseling. Nearly 16% of those surveyed allocate 20% or more of their total income to investments. Sixty-six percent have money market funds, while 35% own commercial or rental real estate. Over 77% have invested in stocks and bonds, 31% have tax-free bonds, and 15% have stock or commodity options.

An Effective Approach

Any approach to establishing an effective and profitable affluent program must confront the following questions:

- Who are the affluent or upscale consumers?
- How can they be reached?
- What financial products, services, delivery systems, and pricing strategies are attractive to this market?
- Is the affluent market a relatively homogeneous group or is segmentation of the affluent segment itself necessary?
- What organizational and system changes are required by financial institutions for successful affluent programs?

What is Affluence?

Typically, affluence is defined using income levels and/or account balances. In actuality, these may be poor indicators of wealth. Upper income individuals tend to keep multiple accounts at several institutions. The wealthy also seek to minimize their balances in low-yielding checking and savings accounts and direct their funds into higher yielding instruments. Thus, an examination of account balances may fail to identify upscale consumers.

Using income levels as indicators of affluence also has its problems. Many affluent individuals seek to minimize current taxable income and prefer non-taxable remuneration or to defer income so as to reduce tax burdens.

Moreover, both current income levels and account balances lack predictive capability. They cannot be used to identify an important consumer segment: the emerging affluent market. For example, an M.D. graduating from medical school may have a low income, zero savings, and considerable debts. Yet, many financial institutions are becoming aware of the importance of attracting customers with the potential for affluence at early stages of their lives in order to establish and maintain long-term profitable relationships.

The Age Factor

Another factor which also must be taken into account is age. Consider, for example, a corporate manager with a yearly income of $40,000. If the individual were 62 years old, it is doubtful he or she would be identified as affluent by most financial specialists. On the other hand, a 27-year old manager with such an income has a good chance of reaching most peoples' definition of affluence and thus may be characterized as an emerging affluent consumer. The trend toward a lower average age of the affluent market, noted above, places additional importance on emerging affluent individuals.

A multidimensional approach to identifying affluent customers makes the most sense from a marketing standpoint. The most useful criteria for financial service providers to employ for identifying affluent and emerging affluent households combine a number of demographic characteristics:

- Income.

➤➤ Definition: Page 35

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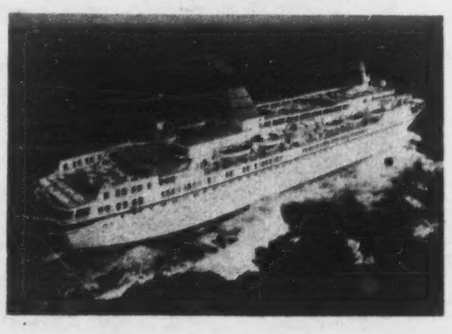

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Definition . . .

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- Net worth (not including residential real estate.
- Occupation.
- Age.
- Education.
- Marital and family status.
- Lifestyles.
- Geographic location.

All of these factors may play a part in deciding what customer groups should be designated as affluent. For example, the First National Bank of Minneapolis and the First National Bank of St. Paul target their affluent programs at individuals with $50,000 or more per year in income and investable assets of $50,000 or more. These figures may seem low by many peoples' standards, but the banks know that their geographic region contains relatively few individuals from the top 5% of the nation's wealth distribution.

These demographic characteristics will form the basis for a discussion of segmentation approaches. But first, an approach for reaching the affluent market is offered.

Reaching the Affluent Market

A number of techniques are employed by financial institutions in order to locate and reach upscale customers. Seminars on topics of interest to the wealthy may generate contacts. Lists of professionals and other likely affluent individuals from associations and directories as well as purchased lists are also frequently used. Credit files, tax rolls and government records may be searched. Advertising in affluent-oriented publications has been successful. The current wisdom is that word-of-mouth referrals are the most effective means of reaching the truly affluent consumer. However, referrals are time consuming, costly and dependent upon contact networks which may or may not substantially cover the market.

Recent research suggests that direct mailing to geo-demographically generated lists is an effective and very efficient method of reaching affluent consumers. The geo-demographic technique begins with the much supported assumption that people with similar characteristics concentrate in geographic locations. Furthermore, these relatively homogeneous communities tend to remain stable over time. By using U.S. Census data, clusters of census tracts, census blocks or ZIP code neighborhoods can be identified which possess any average combination of some 500 characteristics documented in the census, including education, wealth, life cycles, lifestyles, and mobility. From these data, mailing lists may be generated which will quite accurately reach the intended market segment.

PSI's 1982 Affluent Market Study employed this methodology. A sample of 832 block groups, in 24 states, stratified by income, generated a mailing sample which accurately identified affluent households, defined as those with $50,000 or more in income and a net worth of at least $200,000, at the rate of 88%.

A second important question is whether affluent individuals will respond to financially oriented direct mail contacts. This has yet to be fully tested, but if responses to market research questionnaires are an indicator, they will. Affluent persons responded to the PSI questionnaires at the rate of 42%. The key to this technique is quality appearance and concise copy for both questionnaires and cover letters.

Attracting the Affluent Customer

Once affluent customers are found, the obvious way to attract them is to offer products and services that not only meet their needs but that are also appropriately priced.

The process, however, is not so straightforward. The affluent market is not homogeneous; it requires segmentation of the affluent segment itself and an appropriate mix of offerings. William McCormick of American Express said it well: "Segment your markets but understand the needs of each group you want to serve, as well as your own strengths and weaknesses. Concentrate on what you are best geared to serve."

Segmenting the Affluent Market

Defining affluence multidimensionally provides a convenient starting point for considering segmentation of the affluent market. The approach offered here begins with the assumption that multiple life cycle and lifestyle characteristics determine segments with common sets of financial needs and preferences.

Research demonstrates that financial patronage decisions can be linked to life style and demographic characteristics. For example, aspirations, cosmopolitan attitudes, traditionalism, income, and age are found to be related to bank patronage decisions through the kinds of products and services offered. The claim that the quality of service is more important than the kinds of products and services that are offered does not appear to be accurate.

The difficult task is to pull together information on affluent life cycle and lifestyle factors and form a useful picture, from a marketing and a strategic standpoint, of needs and preferences. A theoretical model developed by Edgar Coster shows much promise in this regard. (E. Coster, "A Model for Matching Financial Needs with Personal Finances." Bank Marketing, May 1981, p. 23.) The model breaks down consumer funds inflow, funds outgo and assets. Naturally, no two people or even the same person at two points in time will have the exact same amounts in each components of the model. By examining the sources and uses of personal income and wealth, financial institutions can determine a customer's financial needs quite accurately. If this is combined with information on life cycle, lifestyle, and demographic characteristics, useful af-

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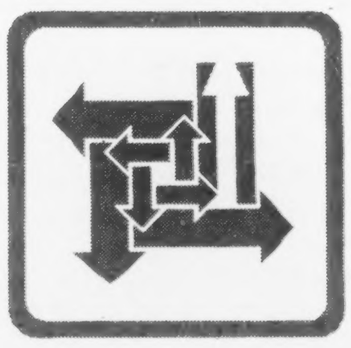
Affluent or Emerging Affluent?

Consumer Financial Relationship Management:



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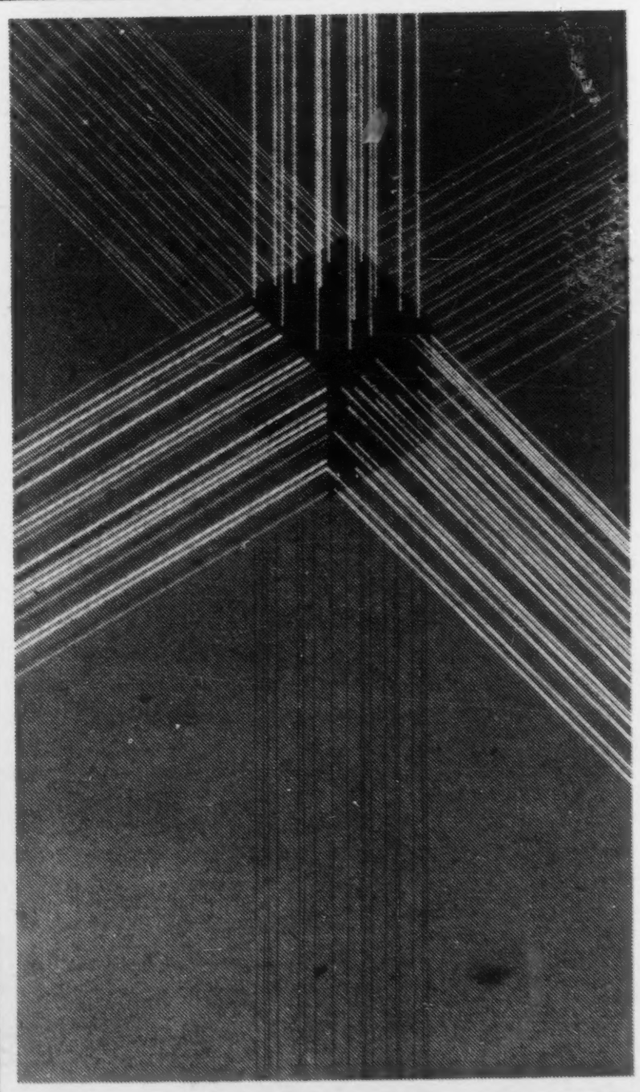

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The Affluent Market 1982

	Less Than 35	35-44	45-54	55-64	65 +
	— AGE GROUPS —				
Average Annual Income	$ 78,000	$ 92,000	$ 93,000	$ 86,000	$ 75,000
Average Net Worth	$360,000	$438,000	$624,000	$662,000	$1,851,000
Average Distribution of Household Assets as a Percentage of Total Assets:					
Cash	19.0%	16.0%	16.0%	17.7%	22.1%
Business Ownership	9.4%	11.0%	11.0%	10.0%	7.2%
Securities	13.6%	20.2%	21.8%	23.4%	29.0%
Real Estate	49.0%	52.5%	48.7%	43.7%	40.5%
Tangibles/Collectibles	10.0%	8.0%	7.0%	6.5%	6.0%
Average Distribution of Household Income Sources as a Percentage of Total Income:					
Salary	53.0%	50.0%	50.0%	43.0%	17.5%
Realized Capital Gains	7.2%	2.2%	6.7%	7.9%	9.2%
Dividends	5.8%	4.8%	6.6%	10.5%	23.0%
Other	34.0%	43.0%	36.7%	38.6%	50.3%

Source: PSI Affluent Market Study. Percentages may not add to 100% due to rounding error.

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Definition . . .

Continued from page 35

fluent segments can be identified.

The table which accompanies this article contains an example of such an analysis. Data from PSI's 1982 Affluent Market Survey are broken down by age groups. Average income, average net worth, and percentage distributions of assets and income sources are shown. Income peaks for the 45 to 54 age group while net worth constantly increases across the groups. Cash holdings are relatively high for young individuals, decline for middle-aged persons as more securities, real estate, and businesses are purchased and rise again for older people as real estate is sold.

Ownership of securities increases across the age groups while assets in the form of tangibles/collectibles decline. Older affluent groups receive a greater proportion of their income, as one would expect, from dividends and capital gains.

Unfortunately, research is just beginning to use this approach to identify affluent segments and their needs. Existing affluent segments have been, for the most part, developed a priori. Additional direct empirical examination of affluent needs, preferences, life cycle, lifestyle and demographic characteristics is a clear research priority for those concerned with serving the upscale market.

The following segmentation scheme represents a first-cut at identifying affluent segments with high marketing potential and product implications.

Single and Married Emerging Affluent Individuals

These two segments are defined as single and married medical or managerial professionals (e.g., lawyers, CPAs) under 35 years of age with annual incomes of $35,000 or more. Individuals in these two segments have not yet attained affluent status, but their characteristics strongly indicate that they will. They are very concerned with accumulating wealth and prefer high risk/high payoff investments. Relatively unsophisticated financially, they need information and advice. They have high borrowing and credit needs and express preferences for convenience when it comes to transaction accounts and other standard services.

Low-End Affluent Households

These people are married couples with combined incomes of $40,000 to $70,000 in the 25-to-40 age range. Given their lack of financial knowledge, they could be good candidates for planning and counseling services. However, they are not highly motivated to seek new sources of advice, preferring to stick with trusted sources. They have relatively high borrowing and credit needs and high retirement planning needs. They prefer less risky, traditional investments. As a group, they appear quite receptive to new services and delivery systems.

Career Affluent Households

These individuals are married couples with combined incomes of $60,000 to $90,000. They are 40 to 55 years of age and have no dependent children. People in this segment are oriented toward achieving financial independence and retirement security. They search actively for investment opportunities and prefer relatively safe ones. Their needs for financial information are high, but they rely on their own judgments. Convenience in transaction accounts and other standard services are important to them and they are willing to pay for quality service.

We define this segment as those who own their own businesses and have

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Definition . . .

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incomes over $75,000. They are the principal breadwinners in their households and are 35 to 55 years of age. These individuals are highly specialized investors, preferring to invest in their own businesses or in real estate. They are surprisingly lacking in financial knowledge and prefer their own judgments. They spread their financial service business around and are attracted by service convenience. They tend to have negative views of financial institutions.

Affluent Retirees

Affluent retirees may be single or married and have retirement incomes of $50,000 to $70,000. They are likely to own winter and summer homes. These individuals want to maintain good incomes and comfortable lifestyles. They see themselves as quite knowledgeable about financial matters, but they tend to have a lot of misinformation. They rely on their own judgment but are attracted by personal relationships with financial advisers. They have low borrowing and credit needs but prefer to have high levels of credit available. They are not particularly good candidates for new services and delivery systems.

Senior Executives

This segment consists of executives who are principal breadwinners in their households and make $100,000 or more per year. They are married and between 45 to 65 years of age. These executives are very well-informed and are antagonistic toward financial institutions. They rely on their own judgment when investing and seek convenient standard services at competitive prices. Personalized, preferred service gets mixed reviews from this segment. Some see it as desirable and would be willing to pay for it, others do not or would not.

Established Wealth

Those with annual investment income of $100,000 or more and who are 35 to 65 years of age comprise this segment. These individuals seek maximum returns on investments and tax avoidance. They seek financial advice from trusted associates. They show willingness to pay for demonstrated performance. They are also very receptive to home computer banking.

Packaging

These segments and accompanying need/preference descriptions need to be elaborated and examined in future research efforts. Another priority is the question of product/service packages for affluent segments. What range of products and services concentrated at what institutions appeals to which affluent segments? PSI research suggests that commercial banks are viewed by affluent individuals as being more capable of becoming one-stop financial centers than other institutions. However, this does not preclude other financial institutions from successfully expanding their range of offerings, nor does it suggest that commercial banks should offer a complete range of products/services.

The Question of Price

Pricing products and services is another priority research area. Available evidence indicates that affluent individuals (especially emerging and younger affluent persons) are price- and rate-sensitive about commodity products/services such as checking accounts, discount brokerage or certificates of deposit. For other products/services such as investments, large loans, advice, or trust services, they appear to be quality-sensitive. They are willing to pay for value. Thus price is not inconsequential, but quality and client-provider relationships often outweigh price.

Delivery System

A combination of three basic delivery modes are appropriate for the affluent market — automatic, electronic, and traditional. The key is to match a product/service with the appropriate system in order to market to affluent segments and to maximize the internal efficiency of the financial institution.

Examples of automatic delivery include credit card lines of credit, overdraft credit, preauthorized payment and direct deposit (though the multiple-source incomes of affluent individuals make direct deposit less attractive). All affluent segments will use automatic credit products, while automatic transaction services will appeal primarily to younger and emerging affluent persons.

Electronic delivery systems such as automated teller machines and home/office computer terminal banking appear to have widespread appeal to younger emerging and mid-level upscale consumers. In PSI's recent study, approximately 53% of those questioned indicated a preference for home/office terminals through which they could transact their financial affairs.

The upper level affluent segments, representing the older age groups, show a preference for conducting their financial affairs in a comfortable, tasteful brick-and-mortar location. It is here that personal service and continuing relationships are most important. A priority research question concerns the use of affluent-only offices or centers. While a number of financial institutions are experimenting with variations on the affluent office, the verdict is not yet in.

Affluent Offices

The Harris Trust & Savings Bank, Chicago, reports that its "Upstairs at Harris" affluent center has proved quite profitable. Chemical Bank, New York, opened an affluent office in Queens, New York, and is reporting success and that the office "will serve as a prototype for future Chemical upscale branches." At Broadway National Bank & Trust Company, Paterson, N.J., "Club 3" was an initial success and the bank is extending its upscale efforts to a larger market. In Providence, R.I., Fleet National Bank's "100 Westminster Street," which began as a consolidation of the trust and investment division and the private banking department, has shown similar

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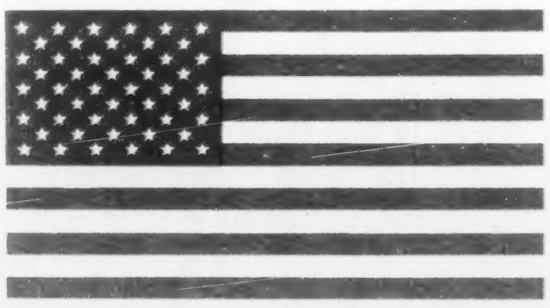

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Act now. The U.S. Treasury Department will soon launch a national advertising campaign to create a great public demand for these coins and direct consumers to participating banks.

Let America know its banks are behind the home team. Show your support by mailing the coupon today. For more information call 1-800-227-6670. In N. Y. State call (212) 576-8618.

Yes, I'd like to help America support the home team. Please send me information about the U.S. Olympic Commemorative Coin Program for banks.

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The 1983 silver coins are available for immediate delivery through the UNITED STATES MINT and the following official U.S. Olympic Coin Distributors:
Manfra, Tordella & Brookes, Inc., 1-800-223-5818 (in New York State 212-432-1330), A-Mark Precious Metals, Inc., 213-550-8861., PandaAmerica Corp., California/Toll-Free 1-800-232-1984, Nation-Wide/Toll-Free (other than Cal.) 1-800-231-1984, (in California 213-275-1108)., Paramount International Coin Corp., U.S.A, 1-800-543-2192, 513-836-8641

Nadler . . .

Continued from page 4

trouble. The examination procedure is far more of a management audit than an asset audit.

(As some bankers have put it, bank examination today is like a man's first medical exam after reaching age 40 — they probe parts of you that you didn't know existed.)

This is another reason why so many examiners are hired away by banks, for their job gives them opportunities to show their managerial talent far more readily than in the past.

Yet if ever a time existed when well-trained, experienced early warning experts were needed in bank examination, it is now, with the spate of bank failures that we have seen.

Why have we been witnessing so many more bank failures and rescues than at any time since the early 1930s?

Certainly the energy crisis has knocked the pins out from under some bank domestic petroleum loans. It has also tarnished loans to nations like Mexico that counted on high energy prices and demand to help them repay their obligations.

But it is hard to leave the question of bank loan defaults without wondering how much of our difficulties today stem from the large number of bankers who have entered the field fresh out of graduate schools with mathematical training in fields like efficient capital asset pricing models, and a cocky assurance that they are different from past generations of bankers and thus are not going to make the mistakes that Gridley made in years gone by (now that they have forced Gridley to take early retirement).

Think how much more healthy it would be had there been a few Gridleys who had gone into bank examination after years in banking and who could have reminded the young Turks of similar attitudes they had had when they started out and of the grief these attitudes had caused them.

On occasion a top banker leaves to go into examination as a public service. And generally these people stand out as tops in their field and of tremendous value to banking.

Why can't the industry subsidize some "endowed chairs in bank examination" just as they endow chairs at universities — with the holders of these chairs being bankers who then would look at the examination area as a step upwards in prestige and even salary rather than a step down.

Bank examination has become too subjective to be taught in the classroom or from the rule book.

Compliance involves value judgments, capital adequacy is a tug-of-war between the banker and the regulator, and the issues of bank managerial techniques that the banker and the examiner argue about once the exam is over are certainly based on judgmental decisions rather than violation of the examination codes in most instances.

Bankers pay the examiners' salaries — directly or indirectly. Were bankers to suggest higher examiner salaries, they would undoubtedly be the beneficiary in terms of more enlightened examiniations if this brought some bankers back into the examination force.

And if the industry were regulated and examined by people, more of whom had been through the wringer of bad loans, bad investments, and liquidity squeezes themselves, the bankers would gain more compassionate examinations coupled with more help in seeing signals of trouble brewing ahead.

And these traits would help both the industry and a public that is so dependent upon sound yet flexible banks. ■

Independent Bankers Offer Withholding Guide

Washington Bureau

WASHINGTON — Even though the banking lobby won this year's fight to block across-the-board tax withholding on interest and dividends, there are still a host of related regulations to be observed by depository institutions.

Because of the complexity of some of the new rules, the Independent Bankers Association of America is offering a 14-page guide designed to help bankers understand and comply with the rules.

The trade group recently distributed the guide free to its 7,000 members and is charging 50 cents a copy to nonmembers. The IBAA describes the guide as a "plain-English summary" of the new law's requirements, which includes 20% backup withholding on those depositors identified as tax cheaters.

Copies are available from IBAA, P.O. Box 267, Sauk Centre, Minn., 56378. Postage and handling will cost an additional $1.50. ■

Definition . . .

Continued from page 37

success. However, more testing and pilot projects are needed.

Integration and Planning Implications

Implementing a successful program for affluent customers requires effective integration of institutional resources and expertise. Affluent programs must cross traditional institutional division boundaries and be united under one management. Top management also must make a long-term commitment to a successful affluent program. Building such a program is an evolutionary process that inevitably will encounter transition problems and mistakes. Without strong, continued support from the top, a program will become unraveled.

Financial institutions must seek markets that fit their strategic plans and play to their strengths. If those markets included affluent segments, an effective approach should include the following:

- Develop a multidimensional definition of affluence for the markets of interest which includes emerging segments.
- Identify the current affluent customer base.
- Identify the potential affluent customer base.
- Reach affluent consumers by means of geo-demographic direct mail efforts in addition to more traditional means.
- Segment the affluent market on the basis of life cycle, lifestyle and needs/preferences.
- Develop products/services specifically for the several affluent segments.
- Develop multidimensional delivery systems which reflect the preferences of affluent segments and include automatic, electronic, and traditional systems.
- Consider the price sensitivity of standard commodity products/services and the quality sensitivity of nonstandard ones.
- Test affluent centers on a limited basis.
- Integrate institution resources for more effective and efficient programs.
- Follow a focused and well-thought-out strategic plan.

Indeed, upscale consumers may constitute the most profitable market segments for financial services. Yet, the approach taken by a financial institution will determine its success in building and nurturing profitable relationships with affluent customers. ■

First-Wichita Bancshares, Inc.

has been acquired by

Mercantile Texas Corporation

The undersigned acted as financial advisor to First-Wichita Bancshares, Inc. in this transaction.

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October 24, 1983

ORBANCO
FINANCIAL SERVICES CORPORATION

has sold its wholly owned subsidiary

Fort Wayne Mortgage Co.

We served as financial adviser to Orbanco Financial Services Corporation and assisted in the negotiations.

BECKER PARIBAS
A. G. Becker Paribas Incorporated

October 1983